

**State:** Pennsylvania  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** LTC Rate Filing 2020 - Group 1  
**Project Name/Number:** LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1

## Filing at a Glance

Company: Allianz Life Insurance Company of North America  
Product Name: LTC Rate Filing 2020 - Group 1  
State: Pennsylvania  
TOI: LTC03I Individual Long Term Care  
Sub-TOI: LTC03I.001 Qualified  
Filing Type: Rate - Other (Not M.U. or G.I. Product)  
Date Submitted: 04/21/2020  
SERFF Tr Num: ALLB-132270531  
SERFF Status: Assigned  
State Tr Num: ALLB-132270531  
State Status: Received Review in Progress  
Co Tr Num: LTC RATE FILING 2020 - GROUP 1

Implementation: On Approval  
Date Requested:  
Author(s): Chris Hughes, Kristen Seremet, Blair Goldstein, Michael Emmert, Melissa Schmit, Scott Laska, Joe Neary, Noelle Destrampe, Anne Correia, Jared Sachs, Jeremy Alm, Eric Goodemote, J.D. Moore, Cassi Noel  
Reviewer(s): Jim Laverty (primary)  
Disposition Date:  
Disposition Status:  
Implementation Date:

### State Filing Description:

Proposed 89% increase on 1,078 policyholders of Allianz Life Secure Senior Series (SSR): N-2720-P-PA, N-2721-P-PA, N-2720-P-PA(Q), N-2720-P-PA(NQ), N-2721-P-PA(Q), N-2721-P-PA(NQ); Allianz LTC Series (LTC): N-2350-P-PA, N-2350-P-1-PA; and the Future Select Series (FSL): N-3000-P-PA(Q), N-3000-P-PA(NQ), N-3001-P-PA(Q), N-3001-P-PA(NQ).

**State:** Pennsylvania  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
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**Filing Company:** Allianz Life Insurance Company of North America

## General Information

Project Name: LTC Rate Filing 2020 - Group 1	Status of Filing in Domicile: Not Filed
Project Number: LTC Rate Filing 2020 - Group 1	Date Approved in Domicile:
Requested Filing Mode: Review & Approval	Domicile Status Comments:
Explanation for Combination/Other:	Market Type: Individual
Submission Type: New Submission	Individual Market Type:
Overall Rate Impact:	Filing Status Changed: 04/22/2020
	State Status Changed: 04/21/2020
Deemer Date:	Created By: J.D. Moore
Submitted By: Jeremy Alm	Corresponding Filing Tracking Number:
	State TOI: LTC03I Individual Long Term Care

### Filing Description:

Allianz Life Insurance Company of North America  
5701 Golden Hills Drive  
Minneapolis, MN 55416-1297

April 10, 2020

Re: Allianz Life Insurance Company of North America / NAIC #90611 / FEIN #41-1366075  
Individual Long-Term Care Insurance N-2721 et al., N-2350 et al. and N-3000 et al.

Allianz is submitting for review revised long-term care insurance premium rates for the following forms:

Secure Senior (SSR): N-2720-P-PA, N-2721-P-PA, N-2720-P-PA(Q), N-2720-P-PA(NQ),  
N-2721-P-PA(Q), N-2721-P-PA(NQ)  
Allianz LTC (LTC): N-2350-P-PA, N-2350-P-1-PA  
Future Select (FSL): N-3000-P-PA(Q), N-3000-P-PA(NQ), N-3001-P-PA(Q), N-3001-P-PA(NQ)

The result of this rate increase on the above policy forms, if approved, is similar to an 89% aggregate rate increase in Pennsylvania. The premium rate increase request varies by benefit period. The table below provides the requested rate increase:

2 - 3 Year Benefit Period – 45% rate increase  
5 Year Benefit Period – 80% rate increase  
Lifetime Benefit Period – 100% rate increase

These forms were sold from 1994 to 2003 in Pennsylvania, and marketed nationwide from 1993 through 2003. These forms are no longer being issued in any state as Allianz stopped issuing all long-term care insurance in 2010.

As noted in the attached actuarial memorandum, there have been past rate increases on these policy forms. The Department approved a rate increase of 25.0% on August 28, 2009 and 20.0% on February 12, 2013. For policy form series FSL the 25.0% rate increase approved on August 28, 2009 applied only to policies issued prior to September 16, 2002, the effective date of rate stability regulation in Pennsylvania. The 20.0% rate increase approved on February 12, 2013 applied to all policies regardless of issue date. The prior rate increase levels were less than the nationwide average request.

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**Filing Company:** Allianz Life Insurance Company of North America

These forms are in need of an additional premium rate increase due to past and projected future experience that continues to be more adverse than previously expected and originally priced for. The current premiums are unreasonably low in comparison to the benefits provided. A rate increase on the above policy forms is needed to reduce the losses on this business.

In the interest of balancing the needs of policyholders and rate equity across jurisdictions, we are requesting premium rate increases averaging 89%, which is much lower than we could actuarially justify. This level is in line with our request nationwide on these policy forms. The attached actuarial memorandum contains justification for this premium increase.

To better enable our policyholders to accommodate these revised premium rates, we will be offering the following options (as available):

- Maintain current benefit amounts by paying the increased premium.
- Reduce the percentage rate increase by reducing benefit period
- Lessen the impact of the rate increase by cancelling the benefit increase rider and maintain the past percentage increases that have been applied.
- Lessen the impact of the rate increase by reducing benefit amounts and/or benefit riders or lengthening elimination period. A reduction may fully or partially offset the premium increase. Benefit minimum policy requirements apply.
- Elect the reduced paid-up option in the separately filed Premium Increase Contingent Benefit Upon Lapse Rider (SERFF Tracking # ALLB-132270504).

Subject to Department approval of this filing, we plan to begin implementing this increase in 2020. The increase would be effective on a policy's next anniversary following the implementation date. Policyowners will be notified at least 60 days prior to the effective date of their increase. In the notification, Allianz will lay out the above policyholder options.

If the full requested rate increase is approved and implemented, we don't currently intend to request any additional rate increases on these policy forms unless experience materially worsens and the revised rates will be guaranteed not to increase for four years. The Company is also willing to phase-in a larger rate increase over multiple years to lessen the immediate impact on policyholders.

Thank you for your consideration of this filing. If you have any questions or if you need additional information to complete your review, please contact me at 763-765-7789, or send an email to [Noelle.Destrampe@AllianzLife.com](mailto:Noelle.Destrampe@AllianzLife.com).

Sincerely,

Noelle Destrampe, FSA MAAA  
Actuary  
Allianz Life Insurance of North America

## Company and Contact

### Filing Contact Information

Noelle Destrampe, Associate Actuary  
5701 Golden Hills Drive  
Minneapolis, MN 55416

[Noelle.Destrampe@allianzlife.com](mailto:Noelle.Destrampe@allianzlife.com)  
763-765-7789 [Phone]

**State:** Pennsylvania **Filing Company:** Allianz Life Insurance Company of North America  
**TOI/Sub-TOI:** LTC03I Individual Long Term Care/LTC03I.001 Qualified  
**Product Name:** LTC Rate Filing 2020 - Group 1  
**Project Name/Number:** LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1

**Filing Company Information**

Allianz Life Insurance Company of  
North America  
5701 Golden Hills Drive  
Minneapolis, MN 55416-1297  
(800) 328-5601 ext. [Phone]

CoCode: 90611  
Group Code: 761  
Group Name:  
FEIN Number: 41-1366075

State of Domicile: Minnesota  
Company Type: 02  
State ID Number:

**Filing Fees**

Fee Required? Yes  
Fee Amount: \$125.00  
Retaliatory? Yes  
Fee Explanation: MN is our state of domicile. We are paying the retaliatory fee of \$125.  
Per Company: Yes

Company	Amount	Date Processed	Transaction #
Allianz Life Insurance Company of North America	\$125.00	04/21/2020	177211225

<b>State:</b>	Pennsylvania	<b>Filing Company:</b>	Allianz Life Insurance Company of North America
<b>TOI/Sub-TOI:</b>	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
<b>Product Name:</b>	LTC Rate Filing 2020 - Group 1		
<b>Project Name/Number:</b>	LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1		

## Rate Information

Rate data applies to filing.

<b>Filing Method:</b>	SERFF
<b>Rate Change Type:</b>	Increase
<b>Overall Percentage of Last Rate Revision:</b>	20.000%
<b>Effective Date of Last Rate Revision:</b>	12/17/2013
<b>Filing Method of Last Filing:</b>	SERFF
<b>SERFF Tracking Number of Last Filing:</b>	ALLB-128712153

## Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Allianz Life Insurance Company of North America	89.000%	89.000%	\$2,858,597	1,078	\$3,228,838	100.000%	45.000%

<b>State:</b>	Pennsylvania	<b>Filing Company:</b>	Allianz Life Insurance Company of North America
<b>TOI/Sub-TOI:</b>	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
<b>Product Name:</b>	LTC Rate Filing 2020 - Group 1		
<b>Project Name/Number:</b>	LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1		

## Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Allianz LTC	N-2350-P-PA, N-2350-P-1-PA	Revised	Previous State Filing Number: ALLB-128712153 Percent Rate Change Request: 89	PA (Allianz LTC) Current Rates.pdf, PA (Allianz LTC) Proposed Rates.pdf,
2		Future Select	N-3000-P-PA(Q), N-3000-P-PA(NQ), N-3001-P-PA(Q), N-3001-P-PA(NQ)	Revised	Previous State Filing Number: ALLB-128712153 Percent Rate Change Request: 89	PA (Future Select) Current Rates_Post-RS.pdf, PA (Future Select) Current Rates_Pre-RS.pdf, PA (Future Select) Proposed Rates_Post-RS.pdf, PA (Future Select) Proposed Rates_Pre-RS.pdf,
3		Secure Senior	N-2720-P-PA, N-2721-P-PA, N-2720-P-PA(Q), N-2720-P-PA(NQ); N-2721-P-PA(Q), N-2721-P-PA(NQ)	Revised	Previous State Filing Number: ALLB-128712153 Percent Rate Change Request: 89	PA (Secure Senior) Current Rates.pdf, PA (Secure Senior) Proposed Rates.pdf,

Allianz LTC (Current)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

**Premium Rates/Factors - Standard Rate Class - Multiplicative**

Issue Age	Base Premium	50% HCBC Premium	100% HCBC Premium	Compound COLA Factor	Full NF Factor	Ltd. NF Factor	Pd-Up Survivor Factor
40	61.42	18.43	36.85	2.500	1.338	1.260	1.200
41	62.37	18.71	37.42	2.450	1.351	1.270	1.200
42	63.31	18.99	37.99	2.400	1.364	1.280	1.200
43	64.26	19.28	38.55	2.350	1.377	1.290	1.200
44	65.20	19.56	39.12	2.300	1.390	1.300	1.200
45	66.15	19.84	39.69	2.250	1.403	1.310	1.200
46	68.04	20.41	40.82	2.200	1.416	1.320	1.200
47	69.93	20.98	41.96	2.150	1.429	1.330	1.200
48	71.82	21.54	43.09	2.100	1.442	1.340	1.200
49	73.71	22.11	44.22	2.050	1.455	1.350	1.200
50	75.60	22.68	45.36	2.000	1.468	1.360	1.200
51	78.43	23.53	47.06	1.950	1.481	1.370	1.200
52	81.27	24.38	48.76	1.900	1.494	1.380	1.200
53	84.10	25.23	50.46	1.850	1.507	1.390	1.200
54	86.93	26.08	52.16	1.800	1.520	1.400	1.200
55	89.77	26.93	53.86	1.750	1.533	1.410	1.200
56	93.55	28.06	56.13	1.700	1.546	1.420	1.200
57	97.33	29.20	58.40	1.650	1.559	1.430	1.200
58	101.11	30.33	60.67	1.600	1.572	1.440	1.200
59	104.89	31.47	62.93	1.550	1.585	1.450	1.200
60	108.67	32.60	65.20	1.500	1.598	1.460	1.200
61	117.17	35.15	70.30	1.480	1.611	1.470	1.200
62	125.68	37.70	75.41	1.460	1.624	1.480	1.200
63	134.18	40.25	80.51	1.440	1.637	1.490	1.200
64	142.69	42.81	85.61	1.420	1.650	1.500	1.200
65	151.19	45.36	90.71	1.400	1.670	1.515	1.200
66	172.92	51.88	103.75	1.380	1.689	1.530	1.190
67	194.66	58.40	116.79	1.360	1.709	1.545	1.180
68	216.39	64.92	129.84	1.340	1.728	1.560	1.170
69	238.13	71.44	142.88	1.320	1.748	1.575	1.160
70	259.86	77.96	155.92	1.300	1.767	1.590	1.150
71	304.27	91.28	182.56	1.290	1.787	1.605	1.140
72	348.68	104.61	209.21	1.280	1.806	1.620	1.130
73	393.10	117.93	235.86	1.270	1.826	1.635	1.120
74	437.51	131.25	262.51	1.260	1.845	1.650	1.110
75	481.92	144.58	289.15	1.250	1.865	1.665	1.100
76	571.69	171.51	343.01	1.240	1.884	1.680	1.100
77	661.46	198.44	396.88	1.230	1.904	1.695	1.100
78	751.23	225.37	450.74	1.220	1.923	1.710	1.100
79	841.00	252.30	504.60	1.210	1.943	1.725	1.100
80	930.77	279.23	558.46	1.200	1.962	1.740	1.100
81	1,020.54	306.16	612.32	1.190	1.982	1.755	1.100
82	1,110.31	333.09	666.18	1.180	2.001	1.770	1.100
83	1,200.08	360.02	720.05	1.170	2.021	1.785	1.100
84	1,289.85	386.95	773.91	1.160	2.040	1.800	1.100
85	1,379.62	413.88	827.77	1.150	2.060	1.815	1.100

Endorsed Group Discounts  
Ages 18 thru 64 = 15%(x.85)  
Ages 65 thru 85 = 10%(x.9)

Joint Risk Factors  
2 Standard = 1.5  
2 Preferred = 1.05  
1 Std/1 Pref = 1.275

3 Year Benefit Period = .7  
Preferred Risk Factor = .7  
Joint Factor 1.5  
GFIO Factor = 1.05  
1st Day Coverage Factor = 1.25

Modal Factors  
Semi-Annual 0.52  
Quarterly 0.27  
Monthly 0.085

Allianz LTC (Proposed - 89% Increase)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

**Premium Rates/Factors - Standard Rate Class - Multiplicative**

Issue Age	Base Premium	50% HCBC Premium	100% HCBC Premium	Compound COLA Factor	Full NF Factor	Ltd. NF Factor	Pd-Up Survivor Factor
40	122.84	36.85	73.71	2.500	1.338	1.260	1.200
41	124.73	37.42	74.84	2.450	1.351	1.270	1.200
42	126.62	37.99	75.97	2.400	1.364	1.280	1.200
43	128.51	38.55	77.11	2.350	1.377	1.290	1.200
44	130.40	39.12	78.24	2.300	1.390	1.300	1.200
45	132.29	39.69	79.38	2.250	1.403	1.310	1.200
46	136.07	40.82	81.64	2.200	1.416	1.320	1.200
47	139.85	41.96	83.91	2.150	1.429	1.330	1.200
48	143.63	43.09	86.18	2.100	1.442	1.340	1.200
49	147.41	44.22	88.45	2.050	1.455	1.350	1.200
50	151.19	45.36	90.71	2.000	1.468	1.360	1.200
51	156.86	47.06	94.12	1.950	1.481	1.370	1.200
52	162.53	48.76	97.52	1.900	1.494	1.380	1.200
53	168.20	50.46	100.92	1.850	1.507	1.390	1.200
54	173.87	52.16	104.32	1.800	1.520	1.400	1.200
55	179.54	53.86	107.72	1.750	1.533	1.410	1.200
56	187.10	56.13	112.26	1.700	1.546	1.420	1.200
57	194.66	58.40	116.79	1.650	1.559	1.430	1.200
58	202.22	60.67	121.33	1.600	1.572	1.440	1.200
59	209.78	62.93	125.87	1.550	1.585	1.450	1.200
60	217.34	65.20	130.40	1.500	1.598	1.460	1.200
61	234.35	70.30	140.61	1.480	1.611	1.470	1.200
62	251.35	75.41	150.81	1.460	1.624	1.480	1.200
63	268.36	80.51	161.02	1.440	1.637	1.490	1.200
64	285.37	85.61	171.22	1.420	1.650	1.500	1.200
65	302.38	90.71	181.43	1.400	1.670	1.515	1.200
66	345.85	103.75	207.51	1.380	1.689	1.530	1.190
67	389.32	116.79	233.59	1.360	1.709	1.545	1.180
68	432.78	129.84	259.67	1.340	1.728	1.560	1.170
69	476.25	142.88	285.75	1.320	1.748	1.575	1.160
70	519.72	155.92	311.83	1.300	1.767	1.590	1.150
71	608.54	182.56	365.13	1.290	1.787	1.605	1.140
72	697.37	209.21	418.42	1.280	1.806	1.620	1.130
73	786.19	235.86	471.72	1.270	1.826	1.635	1.120
74	875.02	262.51	525.01	1.260	1.845	1.650	1.110
75	963.84	289.15	578.30	1.250	1.865	1.665	1.100
76	1,143.38	343.01	686.03	1.240	1.884	1.680	1.100
77	1,322.92	396.88	793.75	1.230	1.904	1.695	1.100
78	1,502.46	450.74	901.48	1.220	1.923	1.710	1.100
79	1,682.00	504.60	1,009.20	1.210	1.943	1.725	1.100
80	1,861.54	558.46	1,116.92	1.200	1.962	1.740	1.100
81	2,041.08	612.32	1,224.65	1.190	1.982	1.755	1.100
82	2,220.61	666.18	1,332.37	1.180	2.001	1.770	1.100
83	2,400.15	720.05	1,440.09	1.170	2.021	1.785	1.100
84	2,579.69	773.91	1,547.82	1.160	2.040	1.800	1.100
85	2,759.23	827.77	1,655.54	1.150	2.060	1.815	1.100

Endorsed Group Discounts  
Ages 18 thru 64 = 15%(x.85)  
Ages 65 thru 85 = 10%(x.9)

Joint Risk Factors  
2 Standard = 1.5  
2 Preferred = 1.05  
1 Std/1 Pref = 1.275

3 Year Benefit Period = .508  
Preferred Risk Factor = .7  
Joint Factor 1.5  
GFIO Factor = 1.05  
1st Day Coverage Factor = 1.25

Modal Factors  
Semi-Annual 0.52  
Quarterly 0.27  
Monthly 0.085



**Future Select (Current)**  
**Policies Issued on or After September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I**

<b>NURSING FACILITY BENEFIT ONLY</b> <b>WITH 50% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	29.81	26.83	20.87	17.89
<b>41</b>	30.80	27.72	21.56	23.10
<b>42</b>	31.80	28.62	22.26	19.08
<b>43</b>	32.79	29.51	22.95	19.67
<b>44</b>	33.78	30.41	23.65	20.27
<b>45</b>	34.78	31.30	24.34	20.87
<b>46</b>	35.77	32.19	25.04	21.46
<b>47</b>	36.77	33.09	25.74	22.06
<b>48</b>	37.76	33.98	26.43	22.66
<b>49</b>	38.75	34.88	27.13	23.25
<b>50</b>	39.75	35.77	27.82	23.85
<b>51</b>	41.73	37.56	29.21	25.04
<b>52</b>	43.72	39.35	30.60	26.23
<b>53</b>	45.71	41.14	32.00	27.43
<b>54</b>	47.70	42.93	33.39	28.62
<b>55</b>	49.68	44.71	34.78	29.81
<b>56</b>	53.66	48.29	37.56	32.19
<b>57</b>	57.63	51.87	40.34	34.58
<b>58</b>	61.61	55.45	43.12	36.96
<b>59</b>	65.58	59.02	45.91	39.35
<b>60</b>	69.56	62.60	48.69	41.73
<b>61</b>	78.39	70.55	54.87	47.03
<b>62</b>	87.44	78.70	61.21	52.47
<b>63</b>	96.39	86.75	67.47	57.83
<b>64</b>	105.33	94.80	73.73	63.20
<b>65</b>	114.27	102.84	79.99	68.56
<b>66</b>	130.17	117.15	91.12	78.10
<b>67</b>	146.07	131.46	102.25	87.64
<b>68</b>	161.97	145.77	113.38	97.18
<b>69</b>	177.87	160.08	124.51	106.72
<b>70</b>	193.76	174.39	135.63	116.26
<b>71</b>	225.56	203.00	157.89	135.34
<b>72</b>	257.36	231.62	180.15	154.41
<b>73</b>	289.16	260.24	202.41	173.49
<b>74</b>	320.95	288.86	224.67	192.57
<b>75</b>	352.75	317.47	246.92	211.65
<b>76</b>	412.37	371.13	288.66	247.42
<b>77</b>	471.99	424.79	330.39	283.19
<b>78</b>	531.61	478.45	372.13	318.96
<b>79</b>	591.23	532.11	413.86	354.74
<b>80</b>	650.85	585.76	455.59	390.51
<b>81</b>	710.47	639.42	497.33	426.28
<b>82</b>	770.09	693.08	539.06	462.05
<b>83</b>	829.71	746.74	580.79	497.82
<b>84</b>	889.33	800.39	622.53	533.60

Table I Continued

NURSING FACILITY BENEFIT WITH 50% ASSISTED LIVING FACILITY BENEFIT AND 50% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	35.77	35.18	33.98	33.39	32.19	31.00	30.41	25.04	24.44	21.46
41	36.96	36.35	35.12	34.50	33.27	32.04	31.42	25.87	25.26	22.18
42	38.16	37.52	36.25	35.61	34.34	33.07	32.43	26.71	26.07	22.89
43	39.35	38.69	37.38	36.73	35.41	34.10	33.45	27.54	26.89	23.61
44	40.54	39.87	38.51	37.84	36.49	35.14	34.46	28.38	27.70	24.32
45	41.73	41.04	39.65	38.95	37.56	36.17	35.47	29.21	28.52	25.04
46	42.93	42.21	40.78	40.06	38.63	37.20	36.49	30.05	29.33	25.76
47	44.12	43.38	41.91	41.18	39.71	38.24	37.50	30.88	30.15	26.47
48	45.31	44.56	43.05	42.29	40.78	39.27	38.51	31.72	30.96	27.19
49	46.50	45.73	44.18	43.40	41.85	40.30	39.53	32.55	31.78	27.90
50	47.70	46.90	45.31	44.52	42.93	41.34	40.54	33.39	32.59	28.62
51	50.08	49.25	47.58	46.74	45.07	43.40	42.57	35.06	34.22	30.05
52	52.47	51.59	49.84	48.97	47.22	45.47	44.60	36.73	35.85	31.48
53	54.85	53.94	52.11	51.19	49.37	47.54	46.62	38.40	37.48	32.91
54	57.23	56.28	54.37	53.42	51.51	49.60	48.65	40.06	39.11	34.34
55	59.62	58.63	56.64	55.64	53.66	51.67	50.68	41.73	40.74	35.77
56	64.39	63.32	61.17	60.10	57.95	55.80	54.73	45.07	44.00	38.63
57	69.16	68.01	65.70	64.55	62.24	59.94	58.78	48.41	47.26	41.50
58	73.93	72.70	70.23	69.00	66.54	64.07	62.84	51.75	50.52	44.36
59	78.70	77.39	74.76	73.45	70.83	68.20	66.89	55.09	53.78	47.22
60	83.47	82.08	79.29	77.90	75.12	72.34	70.95	58.43	57.04	50.08
61	94.07	92.50	89.36	87.80	84.66	81.52	79.96	65.85	64.28	56.44
62	104.93	103.18	99.68	97.94	94.44	90.94	89.19	73.45	71.70	62.96
63	115.66	113.73	109.88	107.95	104.10	100.24	98.31	80.96	79.04	69.40
64	126.39	124.29	120.07	117.97	113.75	109.54	107.43	88.48	86.37	75.84
65	137.13	134.84	130.27	127.98	123.41	118.84	116.56	95.99	93.70	82.28
66	156.20	153.60	148.39	145.79	140.58	135.38	132.77	109.34	106.74	93.72
67	175.28	172.36	166.52	163.60	157.75	151.91	148.99	122.70	119.78	105.17
68	194.36	191.12	184.64	181.40	174.92	168.45	165.21	136.05	132.81	116.62
69	213.44	209.88	202.77	199.21	192.09	184.98	181.42	149.41	145.85	128.06
70	232.52	228.64	220.89	217.02	209.26	201.51	197.64	162.76	158.89	139.51
71	270.67	266.16	257.14	252.63	243.61	234.58	230.07	189.47	184.96	162.40
72	308.83	303.68	293.39	288.24	277.95	267.65	262.51	216.18	211.03	185.30
73	346.99	341.20	329.64	323.85	312.29	300.72	294.94	242.89	237.11	208.19
74	385.14	378.72	365.89	359.47	346.63	333.79	327.37	269.60	263.18	231.09
75	423.30	416.24	402.13	395.08	380.97	366.86	359.80	296.31	289.25	253.98
76	494.84	486.60	470.10	461.85	445.36	428.86	420.62	346.39	338.14	296.91
77	566.39	556.95	538.07	528.63	509.75	490.87	481.43	396.47	387.03	339.83
78	637.93	627.30	606.03	595.40	574.14	552.87	542.24	446.55	435.92	382.76
79	709.47	697.65	674.00	662.18	638.53	614.88	603.05	496.63	484.81	425.68
80	781.02	768.00	741.97	728.95	702.92	676.88	663.86	546.71	533.70	468.61
81	852.56	838.35	809.93	795.72	767.30	738.89	724.68	596.79	582.58	511.54
82	924.10	908.70	877.90	862.50	831.69	800.89	785.49	646.87	631.47	554.46
83	995.65	979.05	945.87	929.27	896.08	862.89	846.30	696.95	680.36	597.39
84	1067.19	1049.40	1013.83	996.05	960.47	924.90	907.11	747.03	729.25	640.31

**Future Select (Current)**  
**Policies Issued on or After September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I Continued**

<b>NURSING FACILITY BENEFIT ONLY</b> <b>WITH 100% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	32.40	29.16	22.68	19.44
<b>41</b>	33.48	30.13	23.44	20.09
<b>42</b>	34.56	31.11	24.19	20.74
<b>43</b>	35.64	32.08	24.95	21.39
<b>44</b>	36.72	33.05	25.71	22.03
<b>45</b>	37.80	34.02	26.46	22.68
<b>46</b>	38.88	34.99	27.22	23.33
<b>47</b>	39.96	35.97	27.97	23.98
<b>48</b>	41.04	36.94	28.73	24.63
<b>49</b>	42.12	37.91	29.49	25.27
<b>50</b>	43.20	38.88	30.24	25.92
<b>51</b>	45.36	40.83	31.75	27.22
<b>52</b>	47.52	42.77	33.27	28.51
<b>53</b>	49.68	44.71	34.78	29.81
<b>54</b>	51.84	46.66	36.29	31.11
<b>55</b>	54.00	48.60	37.80	32.40
<b>56</b>	58.32	52.49	40.83	34.99
<b>57</b>	62.64	56.38	43.85	37.59
<b>58</b>	66.96	60.27	46.87	40.18
<b>59</b>	71.28	64.16	49.90	42.77
<b>60</b>	75.60	68.04	52.92	45.36
<b>61</b>	85.21	76.68	59.64	51.12
<b>62</b>	95.05	85.54	66.53	57.03
<b>63</b>	104.77	94.29	73.34	62.86
<b>64</b>	114.49	103.04	80.14	68.69
<b>65</b>	124.21	111.79	86.95	74.52
<b>66</b>	141.49	127.34	99.04	84.89
<b>67</b>	158.77	142.89	111.14	95.26
<b>68</b>	176.05	158.45	123.24	105.63
<b>69</b>	193.33	174.00	135.33	116.00
<b>70</b>	210.61	189.55	147.43	126.37
<b>71</b>	245.17	220.66	171.62	147.10
<b>72</b>	279.74	251.76	195.82	167.84
<b>73</b>	314.30	282.87	220.01	188.58
<b>74</b>	348.86	313.98	244.20	209.32
<b>75</b>	383.42	345.08	268.40	230.05
<b>76</b>	448.23	403.40	313.76	268.94
<b>77</b>	513.03	461.73	359.12	307.82
<b>78</b>	577.84	520.05	404.48	346.70
<b>79</b>	642.64	578.38	449.85	385.58
<b>80</b>	707.44	636.70	495.21	424.47
<b>81</b>	772.25	695.02	540.57	463.35
<b>82</b>	837.05	753.35	585.94	502.23
<b>83</b>	901.85	811.67	631.30	541.11
<b>84</b>	966.66	869.99	676.66	580.00

Future Select (Current)  
Policies Issued on or After September 16, 2002  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

Table I Continued

NURSING FACILITY BENEFIT WITH 100% ASSISTED LIVING FACILITY BENEFIT AND 100% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	48.60	46.98	43.74	42.12	43.74	40.50	38.88	34.02	32.40	29.16
41	50.22	48.55	45.20	43.53	45.20	41.85	40.18	35.16	33.48	30.13
42	51.84	50.12	46.66	44.93	46.66	43.20	41.47	36.29	34.56	31.11
43	53.46	51.68	48.12	46.33	48.12	44.55	42.77	37.42	35.64	32.08
44	55.08	53.25	49.58	47.74	49.58	45.90	44.07	38.56	36.72	33.05
45	56.70	54.81	51.03	49.14	51.03	47.25	45.36	39.69	37.80	34.02
46	58.32	56.38	52.49	50.55	52.49	48.60	46.66	40.83	38.88	34.99
47	59.94	57.95	53.95	51.95	53.95	49.95	47.95	41.96	39.96	35.97
48	61.56	59.51	55.41	53.36	55.41	51.30	49.25	43.09	41.04	36.94
49	63.18	61.08	56.87	54.76	56.87	52.65	50.55	44.23	42.12	37.91
50	64.80	62.64	58.32	56.16	58.32	54.00	51.84	45.36	43.20	38.88
51	68.04	65.78	61.24	58.97	61.24	56.70	54.44	47.63	45.36	40.83
52	71.28	68.91	64.16	61.78	64.16	59.40	57.03	49.90	47.52	42.77
53	74.52	72.04	67.07	64.59	67.07	62.10	59.62	52.17	49.68	44.71
54	77.76	75.17	69.99	67.40	69.99	64.80	62.21	54.44	51.84	46.66
55	81.00	78.30	72.90	70.20	72.90	67.50	64.80	56.70	54.00	48.60
56	87.49	84.57	78.74	75.82	78.74	72.90	69.99	61.24	58.32	52.49
57	93.97	90.83	84.57	81.44	84.57	78.30	75.17	65.78	62.64	56.38
58	100.45	97.10	90.40	87.05	90.40	83.71	80.36	70.31	66.96	60.27
59	106.93	103.36	96.23	92.67	96.23	89.11	85.54	74.85	71.28	64.16
60	113.41	109.63	102.07	98.29	102.07	94.51	90.73	79.38	75.60	68.04
61	127.81	123.55	115.03	110.77	115.03	106.51	102.25	89.47	85.21	76.68
62	142.57	137.82	128.31	123.56	128.31	118.81	114.05	99.80	95.05	85.54
63	157.15	151.91	141.43	136.20	141.43	130.96	125.72	110.00	104.77	94.29
64	171.73	166.01	154.56	148.83	154.56	143.11	137.38	120.21	114.49	103.04
65	186.31	180.10	167.68	161.47	167.68	155.26	149.05	130.42	124.21	111.79
66	212.23	205.16	191.01	183.94	191.01	176.86	169.79	148.56	141.49	127.34
67	238.15	230.22	214.34	206.40	214.34	198.46	190.52	166.71	158.77	142.89
68	264.08	255.27	237.67	228.87	237.67	220.06	211.26	184.85	176.05	158.45
69	290.00	280.33	261.00	251.33	261.00	241.66	232.00	203.00	193.33	174.00
70	315.92	305.39	284.33	273.80	284.33	263.27	252.74	221.14	210.61	189.55
71	367.76	355.50	330.99	318.73	330.99	306.47	294.21	257.43	245.17	220.66
72	419.61	405.62	377.64	363.66	377.64	349.67	335.68	293.72	279.74	251.76
73	471.45	455.73	424.30	408.59	424.30	392.87	377.16	330.01	314.30	282.87
74	523.29	505.85	470.96	453.52	470.96	436.08	418.63	366.30	348.86	313.98
75	575.13	555.96	517.62	498.45	517.62	479.28	460.11	402.59	383.42	345.08
76	672.34	649.93	605.11	582.70	605.11	560.28	537.87	470.64	448.23	403.40
77	769.55	743.90	692.59	666.94	692.59	641.29	615.64	538.68	513.03	461.73
78	866.75	837.86	780.08	751.19	780.08	722.29	693.40	606.73	577.84	520.05
79	963.96	931.83	867.56	835.43	867.56	803.30	771.17	674.77	642.64	578.38
80	1061.16	1025.79	955.05	919.68	955.05	884.30	848.93	742.82	707.44	636.70
81	1158.37	1119.76	1042.53	1003.92	1042.53	965.31	926.70	810.86	772.25	695.02
82	1255.58	1213.72	1130.02	1088.17	1130.02	1046.31	1004.46	878.90	837.05	753.35
83	1352.78	1307.69	1217.50	1172.41	1217.50	1127.32	1082.23	946.95	901.85	811.67
84	1449.99	1401.66	1304.99	1256.66	1304.99	1208.32	1159.99	1014.99	966.66	869.99

**Future Select (Current)**  
**Policies Issued on or After September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table II**

OPTIONAL BENEFITS				
AGE	CIP	SIP	SBP	Full NF
40	2.900	2.200	1.243	1.472
41	2.800	2.140	1.249	1.486
42	2.700	2.080	1.254	1.500
43	2.600	2.020	1.260	1.515
44	2.500	1.960	1.265	1.529
45	2.450	1.930	1.271	1.543
46	2.400	1.900	1.276	1.558
47	2.350	1.870	1.282	1.572
48	2.300	1.840	1.287	1.586
49	2.250	1.810	1.293	1.601
50	2.200	1.780	1.298	1.615
51	2.150	1.750	1.304	1.629
52	2.100	1.720	1.309	1.643
53	2.050	1.690	1.315	1.658
54	2.000	1.660	1.320	1.672
55	1.950	1.630	1.326	1.686
56	1.900	1.600	1.331	1.701
57	1.850	1.570	1.337	1.715
58	1.800	1.540	1.342	1.729
59	1.750	1.510	1.348	1.744
60	1.700	1.480	1.353	1.758
61	1.680	1.465	1.359	1.772
62	1.660	1.450	1.364	1.786
63	1.640	1.435	1.370	1.801
64	1.620	1.420	1.375	1.815
65	1.600	1.405	1.386	1.844
66	1.580	1.390	1.397	1.872
67	1.560	1.375	1.408	1.901
68	1.540	1.360	1.419	1.929
69	1.520	1.345	1.430	1.958
70	1.500	1.330	1.441	1.987
71	1.480	1.315	1.452	2.015
72	1.460	1.300	1.463	2.044
73	1.440	1.285	1.474	2.072
74	1.420	1.270	1.485	2.101
75	1.400	1.260	1.491	2.115
76	1.390	1.250	1.496	2.130
77	1.380	1.240	1.502	2.144
78	1.370	1.230	1.507	2.158
79	1.360	1.220	1.513	2.173
80	1.350	1.210	1.518	2.187
81	1.340	1.200	1.524	2.201
82	1.330	1.190	1.529	2.215
83	1.320	1.180	1.535	2.230
84	1.310	1.170	1.540	2.244

**ABBREVIATIONS**

CIP: Compound Interest Inflation Protection  
 SIP: Simple Interest Inflation Protection  
 SBP: Shortened Benefit Period Nonforfeiture  
 Full NF: Full Nonforfeiture  
 W/NF: Option with Nonforfeiture Benefit

**Table III**

Other Elimination Period (EP) Factors	
<b>0 DAY</b> 1.20	<b>30 DAY</b> 1.10
<b>180 DAY</b> 0.90	<b>365 DAY</b> 0.80

**Table IV**

Indemnity Factors
Indemnity 1.10

**Table V**

Rate Class Factors	
SINGLE LIFE	
Pref+	0.75
Pref	1.00
Std	1.25
JOINT LIFE	
Pref+/Pref+	1.1250
Pref/Pref+	1.3125
Pref/Pref	1.5000
Pref+/Std	1.5000
Pref/Std	1.6875
Std/Std	1.8750

**Table VI**

Modal Factors	
Annual	1.000
Semi-Annual	0.520
Quarterly	0.270
Monthly PAC	0.085

**Rates are per \$10 Daily Benefit**  
**Availability - \$20-\$250 per day**  
**Ages - 40-84 (age nearest birthday)**  
**Joint policies use age of older insured**

**Future Select (Current)**  
**Policies Issued Prior to September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I**

<b>NURSING FACILITY BENEFIT ONLY WITH 50% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	37.26	33.53	26.08	22.36
<b>41</b>	38.50	34.65	26.95	23.10
<b>42</b>	39.74	35.77	27.82	23.85
<b>43</b>	40.99	36.89	28.69	24.59
<b>44</b>	42.23	38.01	29.56	25.34
<b>45</b>	43.47	39.12	30.43	26.08
<b>46</b>	44.71	40.24	31.30	26.83
<b>47</b>	45.95	41.36	32.17	27.57
<b>48</b>	47.20	42.48	33.04	28.32
<b>49</b>	48.44	43.59	33.91	29.06
<b>50</b>	49.68	44.71	34.78	29.81
<b>51</b>	52.16	46.95	36.51	31.30
<b>52</b>	54.65	49.18	38.25	32.79
<b>53</b>	57.13	51.42	39.99	34.28
<b>54</b>	59.62	53.65	41.73	35.77
<b>55</b>	62.10	55.89	43.47	37.26
<b>56</b>	67.07	60.36	46.95	40.24
<b>57</b>	72.04	64.83	50.43	43.22
<b>58</b>	77.00	69.30	53.90	46.20
<b>59</b>	81.97	73.77	57.38	49.18
<b>60</b>	86.94	78.25	60.86	52.16
<b>61</b>	97.98	88.18	68.59	58.79
<b>62</b>	109.30	98.37	76.51	65.58
<b>63</b>	120.47	108.43	84.33	72.28
<b>64</b>	131.65	118.49	92.16	78.99
<b>65</b>	142.83	128.55	99.98	85.70
<b>66</b>	162.70	146.43	113.89	97.62
<b>67</b>	182.57	164.32	127.80	109.54
<b>68</b>	202.45	182.20	141.71	121.47
<b>69</b>	222.32	200.09	155.62	133.39
<b>70</b>	242.19	217.97	169.53	145.31
<b>71</b>	281.93	253.74	197.35	169.16
<b>72</b>	321.68	289.51	225.17	193.01
<b>73</b>	361.42	325.28	253.00	216.85
<b>74</b>	401.17	361.05	280.82	240.70
<b>75</b>	440.91	396.82	308.64	264.55
<b>76</b>	515.43	463.89	360.80	309.26
<b>77</b>	589.95	530.96	412.97	353.97
<b>78</b>	664.47	598.02	465.13	398.68
<b>79</b>	738.99	665.09	517.29	443.39
<b>80</b>	813.51	732.16	569.46	488.11
<b>81</b>	888.03	799.23	621.62	532.82
<b>82</b>	962.55	866.30	673.79	577.53
<b>83</b>	1037.07	933.36	725.95	622.24
<b>84</b>	1111.59	1000.43	778.11	666.95

Future Select (Current)  
Policies Issued Prior to September 16, 2002  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

Table I Continued

NURSING FACILITY BENEFIT WITH 50% ASSISTED LIVING FACILITY BENEFIT AND 50% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	44.71	43.97	42.48	41.73	40.24	38.75	38.01	31.30	30.55	26.83
41	46.20	45.43	43.89	43.12	41.58	40.04	39.27	32.34	31.57	27.72
42	47.69	46.90	45.31	44.51	42.92	41.33	40.54	33.38	32.59	28.62
43	49.18	48.36	46.72	45.90	44.26	42.63	41.81	34.43	33.61	29.51
44	50.67	49.83	48.14	47.30	45.61	43.92	43.07	35.47	34.63	30.40
45	52.16	51.29	49.56	48.69	46.95	45.21	44.34	36.51	35.65	31.30
46	53.65	52.76	50.97	50.08	48.29	46.50	45.61	37.56	36.66	32.19
47	55.14	54.23	52.39	51.47	49.63	47.79	46.87	38.60	37.68	33.09
48	56.64	55.69	53.80	52.86	50.97	49.08	48.14	39.64	38.70	33.98
49	58.13	57.16	55.22	54.25	52.31	50.38	49.41	40.69	39.72	34.88
50	59.62	58.62	56.64	55.64	53.65	51.67	50.67	41.73	40.74	35.77
51	62.60	61.55	59.47	58.42	56.34	54.25	53.21	43.82	42.77	37.56
52	65.58	64.48	62.30	61.21	59.02	56.83	55.74	45.90	44.81	39.35
53	68.56	67.42	65.13	63.99	61.70	59.42	58.27	47.99	46.85	41.14
54	71.54	70.35	67.96	66.77	64.39	62.00	60.81	50.08	48.89	42.92
55	74.52	73.28	70.79	69.55	67.07	64.58	63.34	52.16	50.92	44.71
56	80.48	79.14	76.46	75.12	72.43	69.75	68.41	56.34	55.00	48.29
57	86.44	85.00	82.12	80.68	77.80	74.92	73.48	60.51	59.07	51.87
58	92.40	90.86	87.78	86.24	83.16	80.08	78.54	64.68	63.14	55.44
59	98.37	96.73	93.45	91.81	88.53	85.25	83.61	68.86	67.22	59.02
60	104.33	102.59	99.11	97.37	93.90	90.42	88.68	73.03	71.29	62.60
61	117.58	115.62	111.70	109.74	105.82	101.90	99.94	82.30	80.34	70.55
62	131.16	128.97	124.60	122.41	118.04	113.67	111.48	91.81	89.62	78.69
63	144.57	142.16	137.34	134.93	130.11	125.29	122.88	101.20	98.79	86.74
64	157.98	155.35	150.08	147.45	142.18	136.92	134.29	110.59	107.95	94.79
65	171.40	168.54	162.83	159.97	154.26	148.54	145.69	119.98	117.12	102.84
66	195.24	191.99	185.48	182.23	175.72	169.21	165.96	136.67	133.42	117.15
67	219.09	215.44	208.13	204.48	197.18	189.88	186.23	153.36	149.71	131.45
68	242.94	238.89	230.79	226.74	218.64	210.54	206.49	170.05	166.01	145.76
69	266.78	262.34	253.44	249.00	240.10	231.21	226.76	186.75	182.30	160.07
70	290.63	285.78	276.10	271.25	261.57	251.88	247.03	203.44	198.60	174.38
71	338.32	332.68	321.40	315.77	304.49	293.21	287.57	236.82	231.19	202.99
72	386.01	379.58	366.71	360.28	347.41	334.55	328.11	270.21	263.78	231.61
73	433.71	426.48	412.02	404.79	390.34	375.88	368.65	303.59	296.37	260.22
74	481.40	473.38	457.33	449.31	433.26	417.21	409.19	336.98	328.96	288.84
75	529.09	520.27	502.64	493.82	476.18	458.55	449.73	370.36	361.55	317.46
76	618.52	608.21	587.59	577.28	556.66	536.05	525.74	432.96	422.65	371.11
77	707.94	696.14	672.54	660.74	637.15	613.55	601.75	495.56	483.76	424.76
78	797.36	784.07	757.50	744.21	717.63	691.05	677.76	558.15	544.87	478.42
79	886.79	872.01	842.45	827.67	798.11	768.55	753.77	620.75	605.97	532.07
80	976.21	959.94	927.40	911.13	878.59	846.05	829.78	683.35	667.08	585.73
81	1065.64	1047.88	1012.35	994.59	959.07	923.55	905.79	745.95	728.18	639.38
82	1155.06	1135.81	1097.31	1078.06	1039.55	1001.05	981.80	808.54	789.29	693.04
83	1244.48	1223.74	1182.26	1161.52	1120.04	1078.55	1057.81	871.14	850.40	746.69
84	1333.91	1311.68	1267.21	1244.98	1200.52	1156.05	1133.82	933.74	911.50	800.34

**Future Select (Current)**  
**Policies Issued Prior to September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I Continued**

<b>NURSING FACILITY BENEFIT ONLY</b> <b>WITH 100% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	40.50	36.45	28.35	24.30
<b>41</b>	41.85	37.67	29.30	25.11
<b>42</b>	43.20	38.88	30.24	25.92
<b>43</b>	44.55	40.10	31.19	26.73
<b>44</b>	45.90	41.31	32.13	27.54
<b>45</b>	47.25	42.53	33.08	28.35
<b>46</b>	48.60	43.74	34.02	29.16
<b>47</b>	49.95	44.96	34.97	29.97
<b>48</b>	51.30	46.17	35.91	30.78
<b>49</b>	52.65	47.39	36.86	31.59
<b>50</b>	54.00	48.60	37.80	32.40
<b>51</b>	56.70	51.03	39.69	34.02
<b>52</b>	59.40	53.46	41.58	35.64
<b>53</b>	62.10	55.89	43.47	37.26
<b>54</b>	64.80	58.32	45.36	38.88
<b>55</b>	67.50	60.75	47.25	40.50
<b>56</b>	72.90	65.61	51.03	43.74
<b>57</b>	78.30	70.47	54.81	46.98
<b>58</b>	83.70	75.33	58.59	50.22
<b>59</b>	89.10	80.19	62.37	53.46
<b>60</b>	94.50	85.05	66.15	56.70
<b>61</b>	106.50	95.85	74.55	63.90
<b>62</b>	118.80	106.92	83.16	71.28
<b>63</b>	130.95	117.86	91.67	78.57
<b>64</b>	143.10	128.79	100.17	85.86
<b>65</b>	155.25	139.73	108.68	93.15
<b>66</b>	176.85	159.17	123.80	106.11
<b>67</b>	198.45	178.61	138.92	119.07
<b>68</b>	220.05	198.05	154.04	132.03
<b>69</b>	241.65	217.49	169.16	144.99
<b>70</b>	263.25	236.93	184.28	157.95
<b>71</b>	306.45	275.81	214.52	183.87
<b>72</b>	349.65	314.69	244.76	209.79
<b>73</b>	392.85	353.57	275.00	235.71
<b>74</b>	436.05	392.45	305.24	261.63
<b>75</b>	479.25	431.33	335.48	287.55
<b>76</b>	560.25	504.23	392.18	336.15
<b>77</b>	641.25	577.13	448.88	384.75
<b>78</b>	722.25	650.03	505.58	433.35
<b>79</b>	803.25	722.93	562.28	481.95
<b>80</b>	884.25	795.83	618.98	530.55
<b>81</b>	965.25	868.73	675.68	579.15
<b>82</b>	1046.25	941.63	732.38	627.75
<b>83</b>	1127.25	1014.53	789.08	676.35
<b>84</b>	1208.25	1087.43	845.78	724.95



Future Select (Current)  
Policies Issued Prior to September 16, 2002  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

Table I Continued

NURSING FACILITY BENEFIT WITH 100% ASSISTED LIVING FACILITY BENEFIT AND 100% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	60.75	58.73	54.68	52.65	54.68	50.63	48.60	42.53	40.50	36.45
41	62.78	60.68	56.50	54.41	56.50	52.31	50.22	43.94	41.85	37.67
42	64.80	62.64	58.32	56.16	58.32	54.00	51.84	45.36	43.20	38.88
43	66.83	64.60	60.14	57.92	60.14	55.69	53.46	46.78	44.55	40.10
44	68.85	66.56	61.97	59.67	61.97	57.38	55.08	48.20	45.90	41.31
45	70.88	68.51	63.79	61.43	63.79	59.06	56.70	49.61	47.25	42.53
46	72.90	70.47	65.61	63.18	65.61	60.75	58.32	51.03	48.60	43.74
47	74.93	72.43	67.43	64.94	67.43	62.44	59.94	52.45	49.95	44.96
48	76.95	74.39	69.26	66.69	69.26	64.13	61.56	53.87	51.30	46.17
49	78.98	76.34	71.08	68.45	71.08	65.81	63.18	55.28	52.65	47.39
50	81.00	78.30	72.90	70.20	72.90	67.50	64.80	56.70	54.00	48.60
51	85.05	82.22	76.55	73.71	76.55	70.88	68.04	59.54	56.70	51.03
52	89.10	86.13	80.19	77.22	80.19	74.25	71.28	62.37	59.40	53.46
53	93.15	90.05	83.84	80.73	83.84	77.63	74.52	65.21	62.10	55.89
54	97.20	93.96	87.48	84.24	87.48	81.00	77.76	68.04	64.80	58.32
55	101.25	97.88	91.13	87.75	91.13	84.38	81.00	70.88	67.50	60.75
56	109.35	105.71	98.42	94.77	98.42	91.13	87.48	76.55	72.90	65.61
57	117.45	113.54	105.71	101.79	105.71	97.88	93.96	82.22	78.30	70.47
58	125.55	121.37	113.00	108.81	113.00	104.63	100.44	87.89	83.70	75.33
59	133.65	129.20	120.29	115.83	120.29	111.38	106.92	93.56	89.10	80.19
60	141.75	137.03	127.58	122.85	127.58	118.13	113.40	99.23	94.50	85.05
61	159.75	154.43	143.78	138.45	143.78	133.13	127.80	111.83	106.50	95.85
62	178.20	172.26	160.38	154.44	160.38	148.50	142.56	124.74	118.80	106.92
63	196.43	189.88	176.78	170.24	176.78	163.69	157.14	137.50	130.95	117.86
64	214.65	207.50	193.19	186.03	193.19	178.88	171.72	150.26	143.10	128.79
65	232.88	225.11	209.59	201.83	209.59	194.06	186.30	163.01	155.25	139.73
66	265.28	256.43	238.75	229.91	238.75	221.06	212.22	185.69	176.85	159.17
67	297.68	287.75	267.91	257.99	267.91	248.06	238.14	208.37	198.45	178.61
68	330.08	319.07	297.07	286.07	297.07	275.06	264.06	231.05	220.05	198.05
69	362.48	350.39	326.23	314.15	326.23	302.06	289.98	253.73	241.65	217.49
70	394.88	381.71	355.39	342.23	355.39	329.06	315.90	276.41	263.25	236.93
71	459.68	444.35	413.71	398.39	413.71	383.06	367.74	321.77	306.45	275.81
72	524.48	506.99	472.03	454.55	472.03	437.06	419.58	367.13	349.65	314.69
73	589.28	569.63	530.35	510.71	530.35	491.06	471.42	412.49	392.85	353.57
74	654.08	632.27	588.67	566.87	588.67	545.06	523.26	457.85	436.05	392.45
75	718.88	694.91	646.99	623.03	646.99	599.06	575.10	503.21	479.25	431.33
76	840.38	812.36	756.34	728.33	756.34	700.31	672.30	588.26	560.25	504.23
77	961.88	929.81	865.69	833.63	865.69	801.56	769.50	673.31	641.25	577.13
78	1083.38	1047.26	975.04	938.93	975.04	902.81	866.70	758.36	722.25	650.03
79	1204.88	1164.71	1084.39	1044.23	1084.39	1004.06	963.90	843.41	803.25	722.93
80	1326.38	1282.16	1193.74	1149.53	1193.74	1105.31	1061.10	928.46	884.25	795.83
81	1447.88	1399.61	1303.09	1254.83	1303.09	1206.56	1158.30	1013.51	965.25	868.73
82	1569.38	1517.06	1412.44	1360.13	1412.44	1307.81	1255.50	1098.56	1046.25	941.63
83	1690.88	1634.51	1521.79	1465.43	1521.79	1409.06	1352.70	1183.61	1127.25	1014.53
84	1812.38	1751.96	1631.14	1570.73	1631.14	1510.31	1449.90	1268.66	1208.25	1087.43

**Future Select (Current)**  
**Policies Issued Prior to September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table II**

OPTIONAL BENEFITS				
AGE	CIP	SIP	SBP	Full NF
40	2.900	2.200	1.243	1.472
41	2.800	2.140	1.249	1.486
42	2.700	2.080	1.254	1.500
43	2.600	2.020	1.260	1.515
44	2.500	1.960	1.265	1.529
45	2.450	1.930	1.271	1.543
46	2.400	1.900	1.276	1.558
47	2.350	1.870	1.282	1.572
48	2.300	1.840	1.287	1.586
49	2.250	1.810	1.293	1.601
50	2.200	1.780	1.298	1.615
51	2.150	1.750	1.304	1.629
52	2.100	1.720	1.309	1.643
53	2.050	1.690	1.315	1.658
54	2.000	1.660	1.320	1.672
55	1.950	1.630	1.326	1.686
56	1.900	1.600	1.331	1.701
57	1.850	1.570	1.337	1.715
58	1.800	1.540	1.342	1.729
59	1.750	1.510	1.348	1.744
60	1.700	1.480	1.353	1.758
61	1.680	1.465	1.359	1.772
62	1.660	1.450	1.364	1.786
63	1.640	1.435	1.370	1.801
64	1.620	1.420	1.375	1.815
65	1.600	1.405	1.386	1.844
66	1.580	1.390	1.397	1.872
67	1.560	1.375	1.408	1.901
68	1.540	1.360	1.419	1.929
69	1.520	1.345	1.430	1.958
70	1.500	1.330	1.441	1.987
71	1.480	1.315	1.452	2.015
72	1.460	1.300	1.463	2.044
73	1.440	1.285	1.474	2.072
74	1.420	1.270	1.485	2.101
75	1.400	1.260	1.491	2.115
76	1.390	1.250	1.496	2.130
77	1.380	1.240	1.502	2.144
78	1.370	1.230	1.507	2.158
79	1.360	1.220	1.513	2.173
80	1.350	1.210	1.518	2.187
81	1.340	1.200	1.524	2.201
82	1.330	1.190	1.529	2.215
83	1.320	1.180	1.535	2.230
84	1.310	1.170	1.540	2.244

**ABBREVIATIONS**

CIP: Compound Interest Inflation Protection  
 SIP: Simple Interest Inflation Protection  
 SBP: Shortened Benefit Period Nonforfeiture  
 Full NF: Full Nonforfeiture  
 W/NF: Option with Nonforfeiture Benefit

**Table III**

Other Elimination Period (EP) Factors	
<b>0 DAY</b> 1.20	<b>30 DAY</b> 1.10
<b>180 DAY</b> 0.90	<b>365 DAY</b> 0.80

**Table IV**

Indemnity Factors
<b>Indemnity</b> 1.10

**Table V**

Rate Class Factors	
SINGLE LIFE	
<b>Pref+</b>	0.75
<b>Pref</b>	1.00
<b>Stnd</b>	1.25
JOINT LIFE	
<b>Pref+/Pref+</b>	1.1250
<b>Pref/Pref+</b>	1.3125
<b>Pref/Pref</b>	1.5000
<b>Pref+/Stnd</b>	1.5000
<b>Pref/Stnd</b>	1.6875
<b>Stnd/Stnd</b>	1.8750

**Table VI**

Modal Factors	
<b>Annual</b>	1.000
<b>Semi-Annual</b>	0.520
<b>Quarterly</b>	0.270
<b>Monthly PAC</b>	0.085

**Rates are per \$10 Daily Benefit**  
**Availability - \$20-\$250 per day**  
**Ages - 40-84 (age nearest birthday)**  
**Joint policies use age of older insured**

**Future Select (Proposed - 89% Rate Increase)**  
**Policies Issued on or After September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I**

<b>NURSING FACILITY BENEFIT ONLY</b> <b>WITH 50% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	59.62	48.29	30.26	25.93
<b>41</b>	61.61	49.90	31.27	33.50
<b>42</b>	63.59	51.51	32.27	27.66
<b>43</b>	65.58	53.12	33.28	28.53
<b>44</b>	67.57	54.73	34.29	29.39
<b>45</b>	69.56	56.34	35.30	30.26
<b>46</b>	71.54	57.95	36.31	31.12
<b>47</b>	73.53	59.56	37.32	31.99
<b>48</b>	75.52	61.17	38.33	32.85
<b>49</b>	77.51	62.78	39.33	33.71
<b>50</b>	79.49	64.39	40.34	34.58
<b>51</b>	83.47	67.61	42.36	36.31
<b>52</b>	87.44	70.83	44.38	38.04
<b>53</b>	91.42	74.05	46.39	39.77
<b>54</b>	95.39	77.27	48.41	41.50
<b>55</b>	99.37	80.49	50.43	43.22
<b>56</b>	107.32	86.93	54.46	46.68
<b>57</b>	115.26	93.36	58.50	50.14
<b>58</b>	123.21	99.80	62.53	53.60
<b>59</b>	131.16	106.24	66.57	57.06
<b>60</b>	139.11	112.68	70.60	60.51
<b>61</b>	156.78	126.99	79.56	68.20
<b>62</b>	174.88	141.66	88.75	76.07
<b>63</b>	192.77	156.14	97.83	83.86
<b>64</b>	210.66	170.63	106.91	91.64
<b>65</b>	228.54	185.12	115.99	99.42
<b>66</b>	260.34	210.87	132.12	113.25
<b>67</b>	292.14	236.63	148.26	127.08
<b>68</b>	323.93	262.39	164.40	140.91
<b>69</b>	355.73	288.14	180.53	154.74
<b>70</b>	387.53	313.90	196.67	168.57
<b>71</b>	451.12	365.41	228.94	196.24
<b>72</b>	514.72	416.92	261.22	223.90
<b>73</b>	578.31	468.43	293.49	251.57
<b>74</b>	641.90	519.94	325.77	279.23
<b>75</b>	705.50	571.45	358.04	306.89
<b>76</b>	824.74	668.04	418.55	358.76
<b>77</b>	943.98	764.62	479.07	410.63
<b>78</b>	1063.22	861.21	539.58	462.50
<b>79</b>	1182.46	957.79	600.10	514.37
<b>80</b>	1301.70	1054.37	660.61	566.24
<b>81</b>	1420.93	1150.96	721.12	618.11
<b>82</b>	1540.17	1247.54	781.64	669.98
<b>83</b>	1659.41	1344.12	842.15	721.84
<b>84</b>	1778.65	1440.71	902.67	773.71

Table I Continued

NURSING FACILITY BENEFIT WITH 50% ASSISTED LIVING FACILITY BENEFIT AND 50% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	71.54	70.35	67.97	66.77	57.95	55.80	54.73	36.31	35.44	31.12
41	73.93	72.70	70.23	69.00	59.88	57.66	56.56	37.52	36.63	32.16
42	76.31	75.04	72.50	71.23	61.81	59.52	58.38	38.73	37.81	33.20
43	78.70	77.39	74.76	73.45	63.75	61.38	60.20	39.94	38.99	34.23
44	81.08	79.73	77.03	75.68	65.68	63.24	62.03	41.15	40.17	35.27
45	83.47	82.08	79.29	77.90	67.61	65.10	63.85	42.36	41.35	36.31
46	85.85	84.42	81.56	80.13	69.54	66.96	65.68	43.57	42.53	37.35
47	88.24	86.77	83.83	82.35	71.47	68.82	67.50	44.78	43.71	38.38
48	90.62	89.11	86.09	84.58	73.40	70.69	69.33	45.99	44.90	39.42
49	93.01	91.46	88.36	86.81	75.34	72.55	71.15	47.20	46.08	40.46
50	95.39	93.80	90.62	89.03	77.27	74.41	72.97	48.41	47.26	41.50
51	100.16	98.49	95.15	93.48	81.13	78.13	76.62	50.83	49.62	43.57
52	104.93	103.18	99.68	97.94	84.99	81.85	80.27	53.25	51.98	45.64
53	109.70	107.87	104.22	102.39	88.86	85.57	83.92	55.67	54.35	47.72
54	114.47	112.56	108.75	106.84	92.72	89.29	87.57	58.09	56.71	49.79
55	119.24	117.25	113.28	111.29	96.58	93.01	91.22	60.51	59.07	51.87
56	128.78	126.63	122.34	120.19	104.31	100.45	98.52	65.36	63.80	56.02
57	138.32	136.01	131.40	129.10	112.04	107.89	105.81	70.20	68.52	60.17
58	147.86	145.39	140.46	138.00	119.76	115.33	113.11	75.04	73.25	64.32
59	157.40	154.77	149.53	146.90	127.49	122.77	120.41	79.88	77.98	68.47
60	166.93	164.15	158.59	155.81	135.22	130.21	127.71	84.72	82.70	72.62
61	188.13	185.00	178.73	175.59	152.39	146.74	143.92	95.48	93.20	81.84
62	209.86	206.36	199.37	195.87	169.99	163.69	160.54	106.50	103.97	91.29
63	231.32	227.47	219.76	215.90	187.37	180.43	176.96	117.40	114.60	100.63
64	252.79	248.57	240.15	235.93	204.76	197.17	193.38	128.29	125.23	109.96
65	274.25	269.68	260.54	255.97	222.14	213.92	209.80	139.18	135.87	119.30
66	312.41	307.20	296.79	291.58	253.05	243.68	238.99	158.55	154.77	135.90
67	350.56	344.72	333.04	327.19	283.96	273.44	268.18	177.91	173.67	152.50
68	388.72	382.24	369.28	362.81	314.86	303.20	297.37	197.28	192.58	169.09
69	426.88	419.76	405.53	398.42	345.77	332.96	326.56	216.64	211.48	185.69
70	465.03	457.28	441.78	434.03	376.68	362.73	355.75	236.00	230.39	202.29
71	541.35	532.32	514.28	505.26	438.49	422.25	414.13	274.73	268.19	235.49
72	617.66	607.36	586.78	576.48	500.30	481.77	472.51	313.46	306.00	268.68
73	693.97	682.41	659.27	647.71	562.12	541.30	530.89	352.19	343.81	301.88
74	770.29	757.45	731.77	718.93	623.93	600.82	589.27	390.92	381.61	335.07
75	846.60	832.49	804.27	790.16	685.74	660.35	647.65	429.65	419.42	368.27
76	989.69	973.19	940.20	923.71	801.65	771.95	757.11	502.27	490.31	430.51
77	1132.77	1113.89	1076.13	1057.25	917.55	883.56	866.57	574.88	561.19	492.76
78	1275.86	1254.60	1212.07	1190.80	1033.45	995.17	976.03	647.50	632.08	555.00
79	1418.95	1395.30	1348.00	1324.35	1149.35	1106.78	1085.49	720.12	702.97	617.24
80	1562.03	1536.00	1483.93	1457.90	1265.25	1218.39	1194.96	792.73	773.86	679.48
81	1705.12	1676.70	1619.87	1591.45	1381.15	1329.99	1304.42	865.35	844.75	741.73
82	1848.21	1817.40	1755.80	1724.99	1497.05	1441.60	1413.88	937.97	915.63	803.97
83	1991.30	1958.11	1891.73	1858.54	1612.95	1553.21	1523.34	1010.58	986.52	866.21
84	2134.38	2098.81	2027.66	1992.09	1728.85	1664.82	1632.80	1083.20	1057.41	928.46

**Future Select (Proposed - 89% Rate Increase)**  
**Policies Issued on or After September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I Continued**

<b>NURSING FACILITY BENEFIT ONLY</b> <b>WITH 100% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	64.80	52.49	32.89	28.19
<b>41</b>	66.96	54.24	33.98	29.13
<b>42</b>	69.12	55.99	35.08	30.07
<b>43</b>	71.28	57.74	36.18	31.01
<b>44</b>	73.44	59.49	37.27	31.95
<b>45</b>	75.60	61.24	38.37	32.89
<b>46</b>	77.76	62.99	39.47	33.83
<b>47</b>	79.92	64.74	40.56	34.77
<b>48</b>	82.08	66.49	41.66	35.71
<b>49</b>	84.25	68.24	42.75	36.65
<b>50</b>	86.41	69.99	43.85	37.59
<b>51</b>	90.73	73.49	46.04	39.47
<b>52</b>	95.05	76.99	48.24	41.34
<b>53</b>	99.37	80.49	50.43	43.22
<b>54</b>	103.69	83.99	52.62	45.10
<b>55</b>	108.01	87.49	54.81	46.98
<b>56</b>	116.65	94.48	59.20	50.74
<b>57</b>	125.29	101.48	63.58	54.50
<b>58</b>	133.93	108.48	67.97	58.26
<b>59</b>	142.57	115.48	72.35	62.02
<b>60</b>	151.21	122.48	76.74	65.78
<b>61</b>	170.41	138.03	86.48	74.13
<b>62</b>	190.09	153.97	96.47	82.69
<b>63</b>	209.53	169.72	106.34	91.15
<b>64</b>	228.97	185.47	116.20	99.60
<b>65</b>	248.42	201.22	126.07	108.06
<b>66</b>	282.98	229.21	143.61	123.10
<b>67</b>	317.54	257.21	161.15	138.13
<b>68</b>	352.10	285.20	178.69	153.16
<b>69</b>	386.66	313.20	196.23	168.20
<b>70</b>	421.23	341.19	213.77	183.23
<b>71</b>	490.35	397.18	248.85	213.30
<b>72</b>	559.47	453.17	283.93	243.37
<b>73</b>	628.60	509.16	319.01	273.44
<b>74</b>	697.72	565.16	354.09	303.51
<b>75</b>	766.85	621.15	389.17	333.58
<b>76</b>	896.45	726.13	454.95	389.96
<b>77</b>	1026.06	831.11	520.73	446.34
<b>78</b>	1155.67	936.09	586.50	502.72
<b>79</b>	1285.28	1041.08	652.28	559.10
<b>80</b>	1414.89	1146.06	718.05	615.48
<b>81</b>	1544.49	1251.04	783.83	671.85
<b>82</b>	1674.10	1356.02	849.61	728.23
<b>83</b>	1803.71	1461.00	915.38	784.61
<b>84</b>	1933.32	1565.99	981.16	840.99

Future Select (Proposed - 89% Rate Increase)  
Policies Issued on or After September 16, 2002  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

Table I Continued

NURSING FACILITY BENEFIT WITH 100% ASSISTED LIVING FACILITY BENEFIT AND 100% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	97.21	93.97	87.49	84.25	78.74	72.90	69.99	49.33	46.98	42.28
41	100.45	97.10	90.40	87.05	81.36	75.33	72.32	50.98	48.55	43.69
42	103.69	100.23	93.32	89.86	83.99	77.76	74.65	52.62	50.12	45.10
43	106.93	103.36	96.23	92.67	86.61	80.19	76.99	54.27	51.68	46.51
44	110.17	106.49	99.15	95.48	89.24	82.63	79.32	55.91	53.25	47.92
45	113.41	109.63	102.07	98.29	91.86	85.06	81.65	57.55	54.81	49.33
46	116.65	112.76	104.98	101.09	94.48	87.49	83.99	59.20	56.38	50.74
47	119.89	115.89	107.90	103.90	97.11	89.92	86.32	60.84	57.95	52.15
48	123.13	119.02	110.81	106.71	99.73	92.35	88.65	62.49	59.51	53.56
49	126.37	122.16	113.73	109.52	102.36	94.78	90.98	64.13	61.08	54.97
50	129.61	125.29	116.65	112.33	104.98	97.21	93.32	65.78	62.64	56.38
51	136.09	131.55	122.48	117.94	110.23	102.07	97.98	69.06	65.78	59.20
52	142.57	137.82	128.31	123.56	115.48	106.93	102.65	72.35	68.91	62.02
53	149.05	144.08	134.14	129.18	120.73	111.79	107.32	75.64	72.04	64.84
54	155.53	150.35	139.98	134.79	125.98	116.65	111.98	78.93	75.17	67.66
55	162.01	156.61	145.81	140.41	131.23	121.51	116.65	82.22	78.30	70.47
56	174.97	169.14	157.47	151.64	141.73	131.23	125.98	88.80	84.57	76.11
57	187.93	181.67	169.14	162.87	152.22	140.95	135.31	95.38	90.83	81.75
58	200.89	194.20	180.80	174.11	162.72	150.67	144.64	101.95	97.10	87.39
59	213.85	206.72	192.47	185.34	173.22	160.39	153.97	108.53	103.36	93.03
60	226.81	219.25	204.13	196.57	183.72	170.11	163.31	115.11	109.63	98.66
61	255.62	247.10	230.05	221.53	207.05	191.71	184.04	129.72	123.55	111.19
62	285.14	275.63	256.62	247.12	230.96	213.85	205.30	144.71	137.82	124.03
63	314.30	303.82	282.87	272.39	254.58	235.72	226.30	159.51	151.91	136.72
64	343.46	332.01	309.11	297.67	278.20	257.60	247.29	174.31	166.01	149.41
65	372.62	360.20	335.36	322.94	301.82	279.47	268.29	189.11	180.10	162.09
66	424.47	410.32	382.02	367.87	343.82	318.35	305.62	215.42	205.16	184.64
67	476.31	460.43	428.68	412.80	385.81	357.23	342.94	241.73	230.22	207.19
68	528.15	510.55	475.34	457.73	427.80	396.11	380.27	268.04	255.27	229.75
69	580.00	560.66	522.00	502.66	469.80	435.00	417.60	294.35	280.33	252.30
70	631.84	610.78	568.65	547.59	511.79	473.88	454.92	320.66	305.39	274.85
71	735.52	711.01	661.97	637.45	595.78	551.64	529.58	373.28	355.50	319.95
72	839.21	811.24	755.29	727.32	679.76	629.41	604.23	425.90	405.62	365.06
73	942.90	911.47	848.61	817.18	763.75	707.17	678.89	478.52	455.73	410.16
74	1046.58	1011.70	941.93	907.04	847.73	784.94	753.54	531.14	505.85	455.26
75	1150.27	1111.93	1035.24	996.90	931.72	862.70	828.19	583.76	555.96	500.37
76	1344.68	1299.86	1210.21	1165.39	1089.19	1008.51	968.17	682.43	649.93	584.94
77	1539.09	1487.79	1385.18	1333.88	1246.67	1154.32	1108.15	781.09	743.90	669.51
78	1733.51	1675.72	1560.15	1502.37	1404.14	1300.13	1248.12	879.75	837.86	754.07
79	1927.92	1863.65	1735.13	1670.86	1561.61	1445.94	1388.10	978.42	931.83	838.64
80	2122.33	2051.58	1910.10	1839.35	1719.09	1591.75	1528.08	1077.08	1025.79	923.21
81	2316.74	2239.52	2085.07	2007.84	1876.56	1737.56	1668.05	1175.75	1119.76	1007.78
82	2511.15	2427.45	2260.04	2176.33	2034.03	1883.36	1808.03	1274.41	1213.72	1092.35
83	2705.56	2615.38	2435.01	2344.82	2191.51	2029.17	1948.01	1373.07	1307.69	1176.92
84	2899.98	2803.31	2609.98	2513.31	2348.98	2174.98	2087.98	1471.74	1401.66	1261.49

**Future Select (Proposed - 89% Rate Increase)**  
**Policies Issued on or After September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table II**

<b>OPTIONAL BENEFITS</b>				
AGE	CIP	SIP	SBP	Full NF
40	2.900	2.200	1.243	1.472
41	2.800	2.140	1.249	1.486
42	2.700	2.080	1.254	1.500
43	2.600	2.020	1.260	1.515
44	2.500	1.960	1.265	1.529
45	2.450	1.930	1.271	1.543
46	2.400	1.900	1.276	1.558
47	2.350	1.870	1.282	1.572
48	2.300	1.840	1.287	1.586
49	2.250	1.810	1.293	1.601
50	2.200	1.780	1.298	1.615
51	2.150	1.750	1.304	1.629
52	2.100	1.720	1.309	1.643
53	2.050	1.690	1.315	1.658
54	2.000	1.660	1.320	1.672
55	1.950	1.630	1.326	1.686
56	1.900	1.600	1.331	1.701
57	1.850	1.570	1.337	1.715
58	1.800	1.540	1.342	1.729
59	1.750	1.510	1.348	1.744
60	1.700	1.480	1.353	1.758
61	1.680	1.465	1.359	1.772
62	1.660	1.450	1.364	1.786
63	1.640	1.435	1.370	1.801
64	1.620	1.420	1.375	1.815
65	1.600	1.405	1.386	1.844
66	1.580	1.390	1.397	1.872
67	1.560	1.375	1.408	1.901
68	1.540	1.360	1.419	1.929
69	1.520	1.345	1.430	1.958
70	1.500	1.330	1.441	1.987
71	1.480	1.315	1.452	2.015
72	1.460	1.300	1.463	2.044
73	1.440	1.285	1.474	2.072
74	1.420	1.270	1.485	2.101
75	1.400	1.260	1.491	2.115
76	1.390	1.250	1.496	2.130
77	1.380	1.240	1.502	2.144
78	1.370	1.230	1.507	2.158
79	1.360	1.220	1.513	2.173
80	1.350	1.210	1.518	2.187
81	1.340	1.200	1.524	2.201
82	1.330	1.190	1.529	2.215
83	1.320	1.180	1.535	2.230
84	1.310	1.170	1.540	2.244

**ABBREVIATIONS**

CIP: Compound Interest Inflation Protection  
 SIP: Simple Interest Inflation Protection  
 SBP: Shortened Benefit Period Nonforfeiture  
 Full NF: Full Nonforfeiture  
 W/NF: Option with Nonforfeiture Benefit

**Table III**

<b>Other Elimination Period (EP) Factors</b>	
<b>0 DAY</b> 1.20	<b>30 DAY</b> 1.10
<b>180 DAY</b> 0.90	<b>365 DAY</b> 0.80

**Table IV**

<b>Indemnity Factors</b>
<b>Indemnity</b> 1.10

**Table V**

<b>Rate Class Factors</b>	
<b>SINGLE LIFE</b>	
<b>Pref+</b>	0.75
<b>Pref</b>	1.00
<b>Stnd</b>	1.25
<b>JOINT LIFE</b>	
<b>Pref+/Pref+</b>	1.1250
<b>Pref/Pref+</b>	1.3125
<b>Pref/Pref</b>	1.5000
<b>Pref+/Stnd</b>	1.5000
<b>Pref/Stnd</b>	1.6875
<b>Stnd/Stnd</b>	1.8750

**Table VI**

<b>Modal Factors</b>	
<b>Annual</b>	1.000
<b>Semi-Annual</b>	0.520
<b>Quarterly</b>	0.270
<b>Monthly PAC</b>	0.085

**Rates are per \$10 Daily Benefit**  
**Availability - \$20-\$250 per day**  
**Ages - 40-84 (age nearest birthday)**  
**Joint policies use age of older insured**

**Future Select (Proposed - 89% Rate Increase)**  
**Policies Issued Prior to September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I**

<b>NURSING FACILITY BENEFIT ONLY WITH 50% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	74.52	60.36	37.82	32.42
<b>41</b>	77.00	62.37	39.08	33.49
<b>42</b>	79.49	64.39	40.34	34.58
<b>43</b>	81.97	66.40	41.60	35.66
<b>44</b>	84.46	68.41	42.86	36.74
<b>45</b>	86.94	70.42	44.12	37.82
<b>46</b>	89.42	72.43	45.38	38.90
<b>47</b>	91.91	74.45	46.64	39.98
<b>48</b>	94.39	76.46	47.90	41.06
<b>49</b>	96.88	78.47	49.16	42.14
<b>50</b>	99.36	80.48	50.43	43.22
<b>51</b>	104.33	84.51	52.95	45.38
<b>52</b>	109.30	88.53	55.47	47.54
<b>53</b>	114.26	92.55	57.99	49.70
<b>54</b>	119.23	96.58	60.51	51.87
<b>55</b>	124.20	100.60	63.03	54.03
<b>56</b>	134.14	108.65	68.07	58.35
<b>57</b>	144.07	116.70	73.12	62.67
<b>58</b>	154.01	124.75	78.16	66.99
<b>59</b>	163.94	132.79	83.20	71.32
<b>60</b>	173.88	140.84	88.24	75.64
<b>61</b>	195.96	158.73	99.45	85.24
<b>62</b>	218.59	177.06	110.94	95.09
<b>63</b>	240.95	195.17	122.28	104.81
<b>64</b>	263.30	213.28	133.63	114.54
<b>65</b>	285.66	231.38	144.97	124.26
<b>66</b>	325.40	263.58	165.14	141.55
<b>67</b>	365.15	295.77	185.31	158.84
<b>68</b>	404.89	327.96	205.48	176.13
<b>69</b>	444.64	360.16	225.65	193.42
<b>70</b>	484.38	392.35	245.82	210.71
<b>71</b>	563.87	456.73	286.16	245.28
<b>72</b>	643.36	521.12	326.50	279.86
<b>73</b>	722.84	585.50	366.84	314.44
<b>74</b>	802.33	649.89	407.18	349.01
<b>75</b>	881.82	714.27	447.52	383.59
<b>76</b>	1030.86	835.00	523.16	448.42
<b>77</b>	1179.90	955.72	598.80	513.26
<b>78</b>	1328.94	1076.44	674.44	578.09
<b>79</b>	1477.98	1197.16	750.07	642.92
<b>80</b>	1627.02	1317.89	825.71	707.75
<b>81</b>	1776.06	1438.61	901.35	772.59
<b>82</b>	1925.10	1559.33	976.99	837.42
<b>83</b>	2074.14	1680.05	1052.63	902.25
<b>84</b>	2223.18	1800.78	1128.26	967.08



Future Select (Proposed - 89% Rate Increase)  
Policies Issued Prior to September 16, 2002  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

Table I Continued

NURSING FACILITY BENEFIT WITH 50% ASSISTED LIVING FACILITY BENEFIT AND 50% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	89.42	87.93	84.95	83.46	72.43	69.75	68.41	45.38	44.30	38.90
41	92.40	90.86	87.78	86.24	74.85	72.08	70.69	46.90	45.78	40.20
42	95.39	93.80	90.62	89.03	77.26	74.40	72.97	48.41	47.26	41.49
43	98.37	96.73	93.45	91.81	79.68	76.73	75.25	49.92	48.73	42.79
44	101.35	99.66	96.28	94.59	82.09	79.05	77.53	51.43	50.21	44.09
45	104.33	102.59	99.11	97.37	84.51	81.38	79.81	52.95	51.69	45.38
46	107.31	105.52	101.94	100.15	86.92	83.70	82.09	54.46	53.16	46.68
47	110.29	108.45	104.78	102.94	89.33	86.03	84.37	55.97	54.64	47.98
48	113.27	111.38	107.61	105.72	91.75	88.35	86.65	57.48	56.12	49.27
49	116.25	114.31	110.44	108.50	94.16	90.68	88.93	59.00	57.59	50.57
50	119.23	117.24	113.27	111.28	96.58	93.00	91.21	60.51	59.07	51.87
51	125.19	123.11	118.93	116.85	101.41	97.65	95.77	63.54	62.02	54.46
52	131.16	128.97	124.60	122.41	106.24	102.30	100.33	66.56	64.98	57.05
53	137.12	134.83	130.26	127.98	111.06	106.95	104.89	69.59	67.93	59.65
54	143.08	140.69	135.92	133.54	115.89	111.60	109.45	72.61	70.88	62.24
55	149.04	146.56	141.59	139.10	120.72	116.25	114.02	75.64	73.84	64.83
56	160.96	158.28	152.92	150.23	130.38	125.55	123.14	81.69	79.74	70.02
57	172.89	170.00	164.24	161.36	140.04	134.85	132.26	87.74	85.65	75.21
58	184.81	181.73	175.57	172.49	149.70	144.15	141.38	93.79	91.56	80.39
59	196.73	193.45	186.90	183.62	159.35	153.45	150.50	99.84	97.46	85.58
60	208.66	205.18	198.22	194.75	169.01	162.75	159.62	105.89	103.37	90.77
61	235.15	231.23	223.39	219.48	190.47	183.42	179.89	119.34	116.50	102.29
62	262.31	257.94	249.19	244.82	212.47	204.60	200.67	133.12	129.95	114.11
63	289.14	284.32	274.68	269.86	234.20	225.53	221.19	146.74	143.24	125.77
64	315.96	310.70	300.17	294.90	255.93	246.45	241.71	160.35	156.53	137.44
65	342.79	337.08	325.65	319.94	277.66	267.38	262.24	173.97	169.82	149.11
66	390.48	383.98	370.96	364.45	316.29	304.58	298.72	198.17	193.45	169.86
67	438.18	430.87	416.27	408.97	354.92	341.78	335.21	222.38	217.08	190.61
68	485.87	477.77	461.58	453.48	393.56	378.98	371.69	246.58	240.71	211.35
69	533.56	524.67	506.89	497.99	432.19	416.18	408.18	270.78	264.34	232.10
70	581.26	571.57	552.19	542.51	470.82	453.38	444.66	294.99	287.96	252.85
71	676.64	665.36	642.81	631.53	548.08	527.78	517.63	343.40	335.22	294.34
72	772.03	759.16	733.43	720.56	625.34	602.18	590.60	391.80	382.48	335.83
73	867.41	852.96	824.04	809.59	702.60	676.58	663.57	440.21	429.73	377.32
74	962.80	946.75	914.66	898.61	779.87	750.98	736.54	488.62	476.99	418.82
75	1058.18	1040.55	1005.27	987.64	857.13	825.38	809.51	537.03	524.24	460.31
76	1237.03	1216.41	1175.18	1154.56	1002.00	964.88	946.33	627.79	612.85	538.11
77	1415.88	1392.28	1345.09	1321.49	1146.86	1104.39	1083.15	718.56	701.45	615.91
78	1594.73	1568.15	1514.99	1488.41	1291.73	1243.89	1219.97	809.32	790.05	693.71
79	1773.58	1744.02	1684.90	1655.34	1436.60	1383.39	1356.79	900.09	878.66	771.51
80	1952.42	1919.88	1854.80	1822.26	1581.46	1522.89	1493.60	990.86	967.26	849.30
81	2131.27	2095.75	2024.71	1989.19	1726.33	1662.39	1630.42	1081.62	1055.87	927.10
82	2310.12	2271.62	2194.61	2156.11	1871.20	1801.89	1767.24	1172.39	1144.47	1004.90
83	2488.97	2447.49	2364.52	2323.04	2016.06	1941.40	1904.06	1263.15	1233.08	1082.70
84	2667.82	2623.35	2534.43	2489.96	2160.93	2080.90	2040.88	1353.92	1321.68	1160.50

**Future Select (Proposed - 89% Rate Increase)**  
**Policies Issued Prior to September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table I Continued**

<b>NURSING FACILITY BENEFIT ONLY</b> <b>WITH 100% ASSISTED LIVING FACILITY BENEFIT</b>				
<b>AGE</b>	<b>Benefit Period</b>			
	<b>Lifetime</b>	<b>1825 Days</b>	<b>1095 Days</b>	<b>730 Days</b>
<b>40</b>	81.00	65.61	41.11	35.24
<b>41</b>	83.70	67.80	42.48	36.41
<b>42</b>	86.40	69.98	43.85	37.58
<b>43</b>	89.10	72.17	45.22	38.76
<b>44</b>	91.80	74.36	46.59	39.93
<b>45</b>	94.50	76.55	47.96	41.11
<b>46</b>	97.20	78.73	49.33	42.28
<b>47</b>	99.90	80.92	50.70	43.46
<b>48</b>	102.60	83.11	52.07	44.63
<b>49</b>	105.30	85.29	53.44	45.81
<b>50</b>	108.00	87.48	54.81	46.98
<b>51</b>	113.40	91.85	57.55	49.33
<b>52</b>	118.80	96.23	60.29	51.68
<b>53</b>	124.20	100.60	63.03	54.03
<b>54</b>	129.60	104.98	65.77	56.38
<b>55</b>	135.00	109.35	68.51	58.73
<b>56</b>	145.80	118.10	73.99	63.42
<b>57</b>	156.60	126.85	79.47	68.12
<b>58</b>	167.40	135.59	84.96	72.82
<b>59</b>	178.20	144.34	90.44	77.52
<b>60</b>	189.00	153.09	95.92	82.22
<b>61</b>	213.00	172.53	108.10	92.66
<b>62</b>	237.60	192.46	120.58	103.36
<b>63</b>	261.90	212.14	132.91	113.93
<b>64</b>	286.20	231.82	145.25	124.50
<b>65</b>	310.50	251.51	157.58	135.07
<b>66</b>	353.70	286.50	179.50	153.86
<b>67</b>	396.90	321.49	201.43	172.65
<b>68</b>	440.10	356.48	223.35	191.44
<b>69</b>	483.30	391.47	245.27	210.24
<b>70</b>	526.50	426.47	267.20	229.03
<b>71</b>	612.90	496.45	311.05	266.61
<b>72</b>	699.30	566.43	354.89	304.20
<b>73</b>	785.70	636.42	398.74	341.78
<b>74</b>	872.10	706.40	442.59	379.36
<b>75</b>	958.50	776.39	486.44	416.95
<b>76</b>	1120.50	907.61	568.65	487.42
<b>77</b>	1282.50	1038.83	650.87	557.89
<b>78</b>	1444.50	1170.05	733.08	628.36
<b>79</b>	1606.50	1301.27	815.30	698.83
<b>80</b>	1768.50	1432.49	897.51	769.30
<b>81</b>	1930.50	1563.71	979.73	839.77
<b>82</b>	2092.50	1694.93	1061.94	910.24
<b>83</b>	2254.50	1826.15	1144.16	980.71
<b>84</b>	2416.50	1957.37	1226.37	1051.18

Future Select (Proposed - 89% Rate Increase)  
Policies Issued Prior to September 16, 2002  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

Table I Continued

NURSING FACILITY BENEFIT WITH 100% ASSISTED LIVING FACILITY BENEFIT AND 100% HOME AND COMMUNITY SERVICES										
AGE	Facility Benefit Period (BP)									
	Lifetime				1825 Days			1095 Days		730 Days
	HCS BP				HCS BP			HCS BP		HCS BP
	Lifetime	1825	1095	730	1825	1095	730	1095	730	730
40	121.50	117.45	109.35	105.30	98.42	91.13	87.48	61.66	58.73	52.85
41	125.55	121.37	113.00	108.81	101.70	94.16	90.40	63.72	60.68	54.61
42	129.60	125.28	116.64	112.32	104.98	97.20	93.31	65.77	62.64	56.38
43	133.65	129.20	120.29	115.83	108.26	100.24	96.23	67.83	64.60	58.14
44	137.70	133.11	123.93	119.34	111.54	103.28	99.14	69.88	66.56	59.90
45	141.75	137.03	127.58	122.85	114.82	106.31	102.06	71.94	68.51	61.66
46	145.80	140.94	131.22	126.36	118.10	109.35	104.98	73.99	70.47	63.42
47	149.85	144.86	134.87	129.87	121.38	112.39	107.89	76.05	72.43	65.18
48	153.90	148.77	138.51	133.38	124.66	115.43	110.81	78.10	74.39	66.95
49	157.95	152.69	142.16	136.89	127.94	118.46	113.72	80.16	76.34	68.71
50	162.00	156.60	145.80	140.40	131.22	121.50	116.64	82.22	78.30	70.47
51	170.10	164.43	153.09	147.42	137.78	127.58	122.47	86.33	82.22	73.99
52	178.20	172.26	160.38	154.44	144.34	133.65	128.30	90.44	86.13	77.52
53	186.30	180.09	167.67	161.46	150.90	139.73	134.14	94.55	90.05	81.04
54	194.40	187.92	174.96	168.48	157.46	145.80	139.97	98.66	93.96	84.56
55	202.50	195.75	182.25	175.50	164.03	151.88	145.80	102.77	97.88	88.09
56	218.70	211.41	196.83	189.54	177.15	164.03	157.46	110.99	105.71	95.13
57	234.90	227.07	211.41	203.58	190.27	176.18	169.13	119.21	113.54	102.18
58	251.10	242.73	225.99	217.62	203.39	188.33	180.79	127.43	121.37	109.23
59	267.30	258.39	240.57	231.66	216.51	200.48	192.46	135.65	129.20	116.28
60	283.50	274.05	255.15	245.70	229.64	212.63	204.12	143.88	137.03	123.32
61	319.50	308.85	287.55	276.90	258.80	239.63	230.04	162.15	154.43	138.98
62	356.40	344.52	320.76	308.88	288.68	267.30	256.61	180.87	172.26	155.03
63	392.85	379.76	353.57	340.47	318.21	294.64	282.85	199.37	189.88	170.89
64	429.30	414.99	386.37	372.06	347.73	321.98	309.10	217.87	207.50	186.75
65	465.75	450.23	419.18	403.65	377.26	349.31	335.34	236.37	225.11	202.60
66	530.55	512.87	477.50	459.81	429.75	397.91	382.00	269.25	256.43	230.79
67	595.35	575.51	535.82	515.97	482.23	446.51	428.65	302.14	287.75	258.98
68	660.15	638.15	594.14	572.13	534.72	495.11	475.31	335.03	319.07	287.17
69	724.95	700.79	652.46	628.29	587.21	543.71	521.96	367.91	350.39	315.35
70	789.75	763.43	710.78	684.45	639.70	592.31	568.62	400.80	381.71	343.54
71	919.35	888.71	827.42	796.77	744.67	689.51	661.93	466.57	444.35	399.92
72	1048.95	1013.99	944.06	909.09	849.65	786.71	755.24	532.34	506.99	456.29
73	1178.55	1139.27	1060.70	1021.41	954.63	883.91	848.56	598.11	569.63	512.67
74	1308.15	1264.55	1177.34	1133.73	1059.60	981.11	941.87	663.89	632.27	569.05
75	1437.75	1389.83	1293.98	1246.05	1164.58	1078.31	1035.18	729.66	694.91	625.42
76	1680.75	1624.73	1512.68	1456.65	1361.41	1260.56	1210.14	852.98	812.36	731.13
77	1923.75	1859.63	1731.38	1667.25	1558.24	1442.81	1385.10	976.30	929.81	836.83
78	2166.75	2094.53	1950.08	1877.85	1755.07	1625.06	1560.06	1099.63	1047.26	942.54
79	2409.75	2329.43	2168.78	2088.45	1951.90	1807.31	1735.02	1222.95	1164.71	1048.24
80	2652.75	2564.33	2387.48	2299.05	2148.73	1989.56	1909.98	1346.27	1282.16	1153.95
81	2895.75	2799.23	2606.18	2509.65	2345.56	2171.81	2084.94	1469.59	1399.61	1259.65
82	3138.75	3034.13	2824.88	2720.25	2542.39	2354.06	2259.90	1592.92	1517.06	1365.36
83	3381.75	3269.03	3043.58	2930.85	2739.22	2536.31	2434.86	1716.24	1634.51	1471.06
84	3624.75	3503.93	3262.28	3141.45	2936.05	2718.56	2609.82	1839.56	1751.96	1576.77

**Future Select (Proposed - 89% Rate Increase)**  
**Policies Issued Prior to September 16, 2002**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

**Table II**

OPTIONAL BENEFITS				
AGE	CIP	SIP	SBP	Full NF
40	2.900	2.200	1.243	1.472
41	2.800	2.140	1.249	1.486
42	2.700	2.080	1.254	1.500
43	2.600	2.020	1.260	1.515
44	2.500	1.960	1.265	1.529
45	2.450	1.930	1.271	1.543
46	2.400	1.900	1.276	1.558
47	2.350	1.870	1.282	1.572
48	2.300	1.840	1.287	1.586
49	2.250	1.810	1.293	1.601
50	2.200	1.780	1.298	1.615
51	2.150	1.750	1.304	1.629
52	2.100	1.720	1.309	1.643
53	2.050	1.690	1.315	1.658
54	2.000	1.660	1.320	1.672
55	1.950	1.630	1.326	1.686
56	1.900	1.600	1.331	1.701
57	1.850	1.570	1.337	1.715
58	1.800	1.540	1.342	1.729
59	1.750	1.510	1.348	1.744
60	1.700	1.480	1.353	1.758
61	1.680	1.465	1.359	1.772
62	1.660	1.450	1.364	1.786
63	1.640	1.435	1.370	1.801
64	1.620	1.420	1.375	1.815
65	1.600	1.405	1.386	1.844
66	1.580	1.390	1.397	1.872
67	1.560	1.375	1.408	1.901
68	1.540	1.360	1.419	1.929
69	1.520	1.345	1.430	1.958
70	1.500	1.330	1.441	1.987
71	1.480	1.315	1.452	2.015
72	1.460	1.300	1.463	2.044
73	1.440	1.285	1.474	2.072
74	1.420	1.270	1.485	2.101
75	1.400	1.260	1.491	2.115
76	1.390	1.250	1.496	2.130
77	1.380	1.240	1.502	2.144
78	1.370	1.230	1.507	2.158
79	1.360	1.220	1.513	2.173
80	1.350	1.210	1.518	2.187
81	1.340	1.200	1.524	2.201
82	1.330	1.190	1.529	2.215
83	1.320	1.180	1.535	2.230
84	1.310	1.170	1.540	2.244

**ABBREVIATIONS**

CIP: Compound Interest Inflation Protection  
 SIP: Simple Interest Inflation Protection  
 SBP: Shortened Benefit Period Nonforfeiture  
 Full NF: Full Nonforfeiture  
 W/NF: Option with Nonforfeiture Benefit

**Table III**

Other Elimination Period (EP) Factors	
<b>0 DAY</b> 1.20	<b>30 DAY</b> 1.10
<b>180 DAY</b> 0.90	<b>365 DAY</b> 0.80

**Table IV**

Indemnity Factors
<b>Indemnity</b> 1.10

**Table V**

Rate Class Factors	
SINGLE LIFE	
<b>Pref+</b>	0.75
<b>Pref</b>	1.00
<b>Stnd</b>	1.25
JOINT LIFE	
<b>Pref+/Pref+</b>	1.1250
<b>Pref/Pref+</b>	1.3125
<b>Pref/Pref</b>	1.5000
<b>Pref+/Stnd</b>	1.5000
<b>Pref/Stnd</b>	1.6875
<b>Stnd/Stnd</b>	1.8750

**Table VI**

Modal Factors	
<b>Annual</b>	1.000
<b>Semi-Annual</b>	0.520
<b>Quarterly</b>	0.270
<b>Monthly PAC</b>	0.085

**Rates are per \$10 Daily Benefit**  
**Availability - \$20-\$250 per day**  
**Ages - 40-84 (age nearest birthday)**  
**Joint policies use age of older insured**

Secure Senior (Current)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

**PREFERRED RATE CLASS - INDIVIDUAL COVERAGE - 90 DAY ELIMINATION PERIOD**  
**RATES ARE PER \$10.00 DAILY BENEFIT**

**NURSING CARE ONLY POLICY**

ISS AGE	Nursing Care Ben Pd			
	Lifetime	5Year	3Year	2Year
40	39.37	35.43	27.55	23.62
41	40.50	36.45	28.35	24.30
42	41.62	37.47	29.14	24.97
43	42.75	38.47	29.92	25.65
44	43.87	39.48	30.72	26.32
45	45.00	40.50	31.50	27.00
46	46.12	41.52	32.29	27.67
47	47.25	42.52	33.07	28.35
48	48.37	43.54	33.85	29.02
49	49.50	44.55	34.65	29.70
50	50.62	45.57	35.43	30.37
51	52.87	47.59	37.02	31.72
52	55.12	49.62	38.59	33.07
53	57.37	51.64	40.17	34.42
54	59.62	53.67	41.74	35.77
55	61.87	55.69	43.32	37.12
56	66.37	59.74	46.47	39.82
57	70.87	63.79	49.62	42.52
58	75.37	67.84	52.77	45.22
59	79.87	71.89	55.92	47.92
60	84.37	75.94	59.07	50.62
61	94.49	85.04	66.15	56.70
62	104.62	94.16	73.24	62.77
63	114.74	103.27	80.32	68.85
64	124.87	112.39	87.40	74.92
65	134.99	121.49	94.49	81.00
66	152.99	137.69	107.09	91.79
67	170.99	153.89	119.69	102.59
68	188.99	170.09	132.29	113.39
69	206.99	186.29	144.89	124.19
70	224.99	202.49	157.49	134.99
71	260.98	234.89	182.69	156.59
72	296.98	267.28	207.89	178.19
73	332.98	299.68	233.09	199.79
74	368.98	332.08	258.28	221.39
75	404.98	364.48	283.48	242.99
76	472.47	425.22	330.73	283.48
77	539.97	485.97	377.98	323.98
78	607.46	546.72	425.22	364.48
79	674.96	607.46	472.47	404.98
80	742.45	668.21	519.72	445.47
81	809.95	728.96	566.97	485.97
82	877.45	789.70	614.21	526.47
83	944.94	850.45	661.46	566.97
84	1,012.44	911.19	708.71	607.46
85	1,079.93	971.94	755.95	647.96

SINGLE LIFE		
PREF N/S	PREF	STD
0.80	1	1.2

JOINT LIFE(Includes joint factor of 1.5)					
BOTH	1PREF	BOTH	1 PREF N/S	1PREF	BOTH
PREF N/S	1 PREF N/S	PREF	1 STD	1 STD	STD
1.20	1.35	1.5	1.5	1.65	1.8

Elim Pd Factors	
0-day	1.30
30-day	1.15
90-day	1.00
180-day	0.90

Bene Pd Factors	
2 year	0.6
3 year	0.7
5 year	0.9
Lifetime	1.00

Secure Senior (Current)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

**NURSING CARE WITH 50% HOME AND COMMUNITY BASED CARE BENEFIT (HCBC)**

ISS AGE	Nursing Care Ben Pd									
	Lifetime				5Year			3Year		2Year
	HCBC Ben Pd				HCBC Ben Pd			HCBC Ben Pd		HCBC Ben Pd
	Lifetime	5Year	3Year	2Year	5Year	3Year	2Year	3Year	2Year	2Year
40	55.12	53.55	50.40	48.82	49.60	46.45	44.88	38.58	37.00	33.07
41	56.70	55.08	51.84	50.22	51.03	47.79	46.17	39.69	38.07	34.02
42	58.27	56.61	53.28	51.61	52.45	49.12	47.46	40.80	39.13	34.96
43	59.85	58.14	54.72	53.01	53.86	50.44	48.73	41.89	40.18	35.91
44	61.42	59.67	56.16	54.40	55.27	51.76	50.01	43.00	41.25	36.85
45	63.00	61.20	57.60	55.80	56.70	53.10	51.30	44.10	42.30	37.80
46	64.57	62.73	59.04	57.19	58.12	54.43	52.59	45.21	43.36	38.74
47	66.15	64.26	60.48	58.59	59.53	55.75	53.86	46.30	44.41	39.69
48	67.72	65.79	61.92	59.98	60.96	57.09	55.15	47.40	45.46	40.63
49	69.30	67.32	63.36	61.38	62.37	58.41	56.43	48.51	46.53	41.58
50	70.87	68.85	64.80	62.77	63.79	59.74	57.72	49.60	47.58	42.52
51	74.02	71.91	67.68	65.56	66.63	62.40	60.28	51.82	49.71	44.41
52	77.17	74.97	70.56	68.35	69.46	65.05	62.85	54.03	51.82	46.30
53	80.32	78.03	73.44	71.14	72.30	67.71	65.41	56.23	53.94	48.19
54	83.47	81.09	76.32	73.93	75.13	70.36	67.98	58.44	56.05	50.08
55	86.62	84.14	79.20	76.72	77.97	73.02	70.54	60.64	58.17	51.97
56	92.92	90.26	84.95	82.30	83.63	78.33	75.67	65.05	62.40	55.75
57	99.22	96.38	90.71	87.88	89.30	83.63	80.80	69.46	66.63	59.53
58	105.52	102.50	96.47	93.46	94.97	88.94	85.93	73.87	70.86	63.31
59	111.82	108.62	102.23	99.04	100.64	94.25	91.06	78.28	75.09	67.09
60	118.12	114.74	107.99	104.62	106.31	99.56	96.19	82.69	79.32	70.87
61	132.29	128.51	120.95	117.17	119.06	111.50	107.72	92.60	88.82	79.38
62	146.47	142.28	133.91	129.73	131.83	123.46	119.27	102.53	98.35	87.88
63	160.64	156.05	146.87	142.28	144.58	135.40	130.81	112.45	107.86	96.38
64	174.81	169.82	159.83	154.84	157.34	147.35	142.36	122.36	117.37	104.89
65	188.99	183.59	172.79	167.39	170.09	159.29	153.89	132.29	126.89	113.39
66	214.19	208.07	195.83	189.71	192.77	180.53	174.41	149.93	143.81	128.51
67	239.39	232.55	218.87	212.03	215.45	201.77	194.93	167.57	160.73	143.63
68	264.58	257.02	241.91	234.35	238.13	223.01	215.45	185.21	177.65	158.75
69	289.78	281.50	264.94	256.66	260.80	244.25	235.97	202.85	194.57	173.87
70	314.98	305.98	287.98	278.98	283.48	265.48	256.48	220.49	211.49	188.99
71	365.38	354.94	334.06	323.62	328.84	307.96	297.52	255.76	245.33	219.23
72	415.77	403.90	380.14	368.26	374.20	350.44	338.56	291.04	279.16	249.46
73	466.17	452.85	426.21	412.89	419.55	392.92	379.60	326.32	313.00	279.70
74	516.57	501.81	472.29	457.53	464.91	435.39	420.63	361.60	346.84	309.94
75	566.97	550.77	518.37	502.17	510.27	477.87	461.67	396.88	380.68	340.18
76	661.46	642.56	604.76	585.86	595.31	557.52	538.62	463.02	444.12	396.88
77	755.95	734.36	691.16	669.56	680.36	637.16	615.56	529.17	507.57	453.57
78	850.45	826.15	777.55	753.25	765.40	716.81	692.51	595.31	571.02	510.27
79	944.94	917.94	863.95	836.95	850.45	796.45	769.45	661.46	634.46	566.97
80	1,039.44	1,009.74	950.34	920.64	935.49	876.10	846.40	727.61	697.91	623.66
81	1,133.93	1,101.53	1,036.74	1,004.34	1,020.54	955.74	923.34	793.75	761.35	680.36
82	1,228.43	1,193.33	1,123.13	1,088.03	1,105.58	1,035.39	1,000.29	859.90	824.80	737.06
83	1,322.92	1,285.12	1,209.53	1,171.73	1,190.63	1,115.03	1,077.23	926.04	888.25	793.75
84	1,417.41	1,376.92	1,295.92	1,255.42	1,275.67	1,194.68	1,154.18	992.19	951.69	850.45
85	1,511.91	1,468.71	1,382.32	1,339.12	1,360.72	1,274.32	1,231.13	1,058.34	1,015.14	907.14

Secure Senior (Current)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

**NURSING CARE WITH 100% HOME AND COMMUNITY BASED CARE BENEFIT (HCBC)**

ISS AGE	Nursing Care Ben Pd									
	Lifetime				5Year			3Year		2Year
	HCBC Ben Pd				HCBC Ben Pd			HCBC Ben Pd		HCBC Ben Pd
	Lifetime	5Year	3Year	2Year	5Year	3Year	2Year	3Year	2Year	2Year
40	70.87	67.72	61.42	58.27	63.78	57.48	54.33	49.60	46.45	42.52
41	72.90	69.66	63.18	59.94	65.61	59.13	55.89	51.03	47.79	43.74
42	74.92	71.59	64.93	61.60	67.44	60.78	57.45	52.45	49.12	44.95
43	76.95	73.53	66.69	63.27	69.25	62.41	58.99	53.86	50.44	46.17
44	78.97	75.46	68.44	64.93	71.07	64.05	60.54	55.29	51.78	47.38
45	81.00	77.40	70.20	66.60	72.90	65.70	62.10	56.70	53.10	48.60
46	83.02	79.33	71.95	68.26	74.73	67.35	63.66	58.12	54.43	49.81
47	85.04	81.27	73.71	69.93	76.54	68.98	65.20	59.53	55.75	51.03
48	87.07	83.20	75.46	71.59	78.37	70.63	66.76	60.94	57.07	52.24
49	89.09	85.13	77.22	73.26	80.19	72.27	68.31	62.37	58.41	53.46
50	91.12	87.07	78.97	74.92	82.02	73.92	69.87	63.78	59.73	54.67
51	95.17	90.94	82.48	78.25	85.66	77.20	72.97	66.63	62.40	57.10
52	99.22	94.81	85.99	81.58	89.30	80.49	76.08	69.46	65.05	59.53
53	103.27	98.68	89.50	84.91	92.95	83.77	79.18	72.30	67.71	61.96
54	107.32	102.55	93.01	88.24	96.59	87.05	82.28	75.13	70.36	64.39
55	111.37	106.42	96.52	91.57	100.24	90.34	85.39	77.97	73.02	66.82
56	119.47	114.16	103.54	98.23	107.53	96.91	91.60	83.63	78.33	71.68
57	127.57	121.90	110.56	104.89	114.82	103.48	97.81	89.30	83.63	76.54
58	135.67	129.64	117.58	111.55	122.11	110.05	104.02	94.97	88.94	81.40
59	143.77	137.38	124.60	118.21	129.40	116.62	110.23	100.64	94.25	86.26
60	151.87	145.12	131.62	124.87	136.69	123.19	116.44	106.31	99.56	91.12
61	170.09	162.53	147.41	139.85	153.08	137.96	130.40	119.06	111.50	102.05
62	188.31	179.94	163.21	154.84	169.49	152.75	144.38	131.83	123.46	112.99
63	206.54	197.36	179.00	169.82	185.88	167.52	158.35	144.58	135.40	123.92
64	224.76	214.77	194.79	184.80	202.29	182.31	172.32	157.33	147.34	134.86
65	242.99	232.19	210.59	199.79	218.69	197.09	186.29	170.09	159.29	145.79
66	275.38	263.14	238.67	226.43	247.84	223.37	211.13	192.77	180.53	165.23
67	307.78	294.10	266.74	253.06	277.00	249.64	235.97	215.45	201.77	184.67
68	340.18	325.06	294.82	279.70	306.16	275.92	260.80	238.13	223.01	204.11
69	372.58	356.02	322.90	306.34	335.32	302.20	285.64	260.80	244.25	223.55
70	404.98	386.98	350.98	332.98	364.48	328.48	310.48	283.48	265.48	242.99
71	469.77	448.89	407.14	386.26	422.79	381.04	360.16	328.84	307.96	281.86
72	534.57	510.81	463.29	439.53	481.11	433.59	409.84	374.20	350.44	320.74
73	599.36	572.73	519.45	492.81	539.43	486.15	459.51	419.55	392.92	359.62
74	664.16	634.64	575.61	546.09	597.74	538.71	509.19	464.91	435.39	398.50
75	728.96	696.56	631.76	599.36	656.06	591.26	558.87	510.27	477.87	437.37
76	850.45	812.65	737.06	699.26	765.40	689.81	652.01	595.31	557.52	510.27
77	971.94	928.74	842.35	799.15	874.75	788.35	745.15	680.36	637.16	583.16
78	1,093.43	1,044.84	947.64	899.05	984.09	886.90	838.30	765.40	716.81	656.06
79	1,214.93	1,160.93	1,052.94	998.94	1,093.43	985.44	931.44	850.45	796.45	728.96
80	1,336.42	1,277.02	1,158.23	1,098.83	1,202.78	1,083.98	1,024.59	935.49	876.10	801.85
81	1,457.91	1,393.12	1,263.52	1,198.73	1,312.12	1,182.53	1,117.73	1,020.54	955.74	874.75
82	1,579.40	1,509.21	1,368.82	1,298.62	1,421.46	1,281.07	1,210.88	1,105.58	1,035.39	947.64
83	1,700.90	1,625.30	1,474.11	1,398.51	1,530.81	1,379.62	1,304.02	1,190.63	1,115.03	1,020.54
84	1,822.39	1,741.39	1,579.40	1,498.41	1,640.15	1,478.16	1,397.17	1,275.67	1,194.68	1,093.43
85	1,943.88	1,857.49	1,684.70	1,598.30	1,749.49	1,576.70	1,490.31	1,360.72	1,274.32	1,166.33

**Secure Senior (Current)****Allianz Life Insurance Company of North America****5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

Iss Age	SBP NFO	Full SBP	Ltd ROP	Full ROP	Simple COLA	Compd COLA
40	1.130	1.195	1.054	1.120	1.900	2.500
41	1.135	1.203	1.056	1.123	1.870	2.450
42	1.140	1.210	1.058	1.127	1.840	2.400
43	1.145	1.218	1.060	1.131	1.810	2.350
44	1.150	1.225	1.061	1.135	1.780	2.300
45	1.155	1.233	1.063	1.138	1.750	2.250
46	1.160	1.240	1.065	1.142	1.720	2.200
47	1.165	1.248	1.066	1.145	1.690	2.150
48	1.170	1.255	1.068	1.149	1.660	2.100
49	1.175	1.263	1.069	1.152	1.630	2.050
50	1.180	1.270	1.071	1.156	1.600	2.000
51	1.185	1.278	1.072	1.159	1.570	1.950
52	1.190	1.278	1.074	1.163	1.540	1.900
53	1.195	1.293	1.075	1.166	1.510	1.850
54	1.200	1.300	1.077	1.169	1.480	1.800
55	1.205	1.308	1.078	1.172	1.450	1.750
56	1.210	1.315	1.080	1.176	1.430	1.700
57	1.215	1.323	1.081	1.179	1.410	1.650
58	1.220	1.330	1.083	1.182	1.390	1.600
59	1.225	1.338	1.084	1.185	1.370	1.550
60	1.230	1.345	1.086	1.188	1.350	1.500
61	1.235	1.353	1.087	1.191	1.340	1.480
62	1.240	1.360	1.088	1.194	1.330	1.460
63	1.245	1.368	1.090	1.197	1.320	1.440
64	1.250	1.375	1.091	1.200	1.310	1.420
65	1.260	1.390	1.094	1.206	1.300	1.400
66	1.270	1.405	1.096	1.211	1.290	1.380
67	1.280	1.420	1.099	1.217	1.280	1.360
68	1.290	1.435	1.101	1.222	1.270	1.340
69	1.300	1.450	1.103	1.228	1.260	1.320
70	1.310	1.465	1.106	1.233	1.250	1.300
71	1.320	1.480	1.108	1.238	1.240	1.290
72	1.330	1.495	1.110	1.243	1.230	1.280
73	1.340	1.510	1.113	1.252	1.220	1.270
74	1.350	1.525	1.115	1.252	1.210	1.260
75	1.355	1.533	1.116	1.255	1.200	1.250
76	1.360	1.540	1.117	1.257	1.190	1.240
77	1.365	1.548	1.118	1.259	1.180	1.230
78	1.370	1.555	1.119	1.262	1.170	1.220
79	1.375	1.563	1.120	1.264	1.160	1.210
80	1.380	1.570	1.121	1.266	1.150	1.200
81	1.385	1.578	1.122	1.268	1.140	1.190
82	1.390	1.585	1.123	1.271	1.130	1.180
83	1.395	1.593	1.124	1.273	1.120	1.170
84	1.400	1.593	1.125	1.275	1.110	1.160
85	1.405	1.593	1.126	1.277	1.100	1.150



Secure Senior (Proposed - 89% Increase)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

PREFERRED RATE CLASS - INDIVIDUAL COVERAGE - 90 DAY ELIMINATION PERIOD  
RATES ARE PER \$10.00 DAILY BENEFIT

NURSING CARE ONLY POLICY

ISS AGE	Nursing Care Ben Pd			
	Lifetime	5Year	3Year	2Year
40	78.75	63.77	39.95	34.25
41	81.00	65.61	41.11	35.23
42	83.24	67.44	42.26	36.21
43	85.49	69.25	43.39	37.19
44	87.74	71.06	44.54	38.17
45	89.99	72.90	45.67	39.15
46	92.24	74.73	46.82	40.13
47	94.49	76.54	47.96	41.11
48	96.74	78.38	49.09	42.08
49	98.99	80.19	50.24	43.06
50	101.24	82.02	51.37	44.04
51	105.74	85.67	53.68	46.00
52	110.24	89.31	55.96	47.96
53	114.74	92.96	58.24	49.91
54	119.24	96.60	60.53	51.87
55	123.74	100.24	62.81	53.83
56	132.74	107.53	67.38	57.74
57	141.74	114.82	71.94	61.66
58	150.74	122.11	76.51	65.57
59	159.74	129.40	81.08	69.49
60	168.74	136.69	85.65	73.40
61	188.99	153.08	95.91	82.21
62	209.24	169.50	106.20	91.02
63	229.49	185.88	116.46	99.83
64	249.73	202.30	126.73	108.63
65	269.98	218.69	137.02	117.44
66	305.98	247.84	155.29	133.10
67	341.98	277.00	173.55	148.76
68	377.98	306.16	191.82	164.42
69	413.97	335.32	210.09	180.08
70	449.97	364.48	228.36	195.74
71	521.97	422.79	264.90	227.06
72	593.96	481.11	301.44	258.37
73	665.96	539.43	337.97	289.69
74	737.96	597.74	374.51	321.01
75	809.95	656.06	411.05	352.33
76	944.94	765.40	479.56	411.05
77	1,079.93	874.75	548.07	469.77
78	1,214.93	984.09	616.58	528.49
79	1,349.92	1,093.43	685.08	587.21
80	1,484.91	1,202.78	753.59	645.94
81	1,619.90	1,312.12	822.10	704.66
82	1,754.89	1,421.46	890.61	763.38
83	1,889.89	1,530.81	959.12	822.10
84	2,024.88	1,640.15	1,027.63	880.82
85	2,159.87	1,749.49	1,096.13	939.54

SINGLE LIFE		
PREF N/S	PREF	STD
0.80	1	1.2

JOINT LIFE(Includes joint factor of 1.5)					
BOTH	1PREF	BOTH	1 PREF N/S	1PREF	BOTH
PREF N/S	1 PREF N/S	PREF	1 STD	1 STD	STD
1.20	1.35	1.5	1.5	1.65	1.8

Elim Pd Factors	
0-day	1.30
30-day	1.15
90-day	1.00
180-day	0.90

Bene Pd Factors	
2 year	0.435
3 year	0.5075
5 year	0.81
Lifetime	1.00

Secure Senior (Proposed - 89% Increase)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

NURSING CARE WITH 50% HOME AND COMMUNITY BASED CARE BENEFIT (HCBC)

ISS AGE	Nursing Care Ben Pd									
	Lifetime				5Year			3Year		2Year
	HCBC Ben Pd				HCBC Ben Pd			HCBC Ben Pd		HCBC Ben Pd
	Lifetime	5Year	3Year	2Year	5Year	3Year	2Year	3Year	2Year	2Year
40	110.24	107.09	100.79	97.64	89.28	83.61	80.78	55.94	53.65	47.96
41	113.39	110.15	103.67	100.43	91.85	86.02	83.10	57.55	55.20	49.33
42	116.54	113.21	106.55	103.22	94.41	88.42	85.42	59.16	56.74	50.70
43	119.69	116.27	109.43	106.01	96.95	90.80	87.72	60.74	58.26	52.07
44	122.84	119.33	112.31	108.80	99.49	93.17	90.01	62.35	59.81	53.44
45	125.99	122.39	115.19	111.59	102.05	95.57	92.33	63.94	61.33	54.81
46	129.14	125.45	118.07	114.38	104.62	97.98	94.66	65.55	62.88	56.18
47	132.29	128.51	120.95	117.17	107.16	100.35	96.95	67.14	64.40	57.55
48	135.44	131.57	123.83	119.96	109.72	102.76	99.27	68.73	65.92	58.92
49	138.59	134.63	126.71	122.75	112.26	105.13	101.57	70.34	67.46	60.29
50	141.74	137.69	129.59	125.54	114.82	107.53	103.89	71.92	68.99	61.66
51	148.04	143.81	135.35	131.12	119.93	112.31	108.51	75.14	72.08	64.40
52	154.34	149.93	141.11	136.70	125.03	117.09	113.12	78.34	75.14	67.14
53	160.64	156.05	146.87	142.28	130.13	121.87	117.74	81.54	78.21	69.88
54	166.94	162.17	152.63	147.86	135.23	126.65	122.36	84.73	81.27	72.62
55	173.24	168.29	158.39	153.44	140.34	131.43	126.97	87.93	84.34	75.36
56	185.84	180.53	169.91	164.60	150.54	140.99	136.21	94.32	90.47	80.84
57	198.44	192.77	181.43	175.76	160.75	150.54	145.44	100.72	96.61	86.32
58	211.04	205.01	192.95	186.92	170.95	160.10	154.67	107.11	102.74	91.80
59	223.64	217.25	204.47	198.08	181.16	169.66	163.91	113.51	108.87	97.28
60	236.24	229.49	215.99	209.24	191.36	179.22	173.14	119.90	115.01	102.76
61	264.58	257.02	241.91	234.35	214.31	200.71	193.90	134.28	128.80	115.09
62	292.93	284.56	267.82	259.45	237.29	222.22	214.69	148.67	142.61	127.43
63	321.28	312.10	293.74	284.56	260.24	243.71	235.45	163.05	156.39	139.76
64	349.63	339.64	319.66	309.67	283.21	265.23	256.24	177.43	170.18	152.09
65	377.98	367.18	345.58	334.78	306.16	286.72	277.00	191.82	183.99	164.42
66	428.37	416.13	391.66	379.42	346.98	324.95	313.94	217.40	208.53	186.34
67	478.77	465.09	437.73	424.05	387.80	363.18	350.87	242.98	233.06	208.27
68	529.17	514.05	483.81	468.69	428.63	401.41	387.80	268.55	257.59	230.19
69	579.56	563.01	529.89	513.33	469.45	439.64	424.74	294.13	282.12	252.11
70	629.96	611.96	575.96	557.97	510.27	477.87	461.67	319.71	306.66	274.03
71	730.76	709.88	668.12	647.24	591.91	554.33	535.54	370.86	355.72	317.88
72	831.55	807.79	760.27	736.52	673.56	630.79	609.41	422.01	404.79	361.72
73	932.34	905.70	852.43	825.79	755.20	707.25	683.27	473.16	453.85	405.57
74	1,033.14	1,003.62	944.58	915.06	836.84	783.71	757.14	524.32	502.92	449.41
75	1,133.93	1,101.53	1,036.74	1,004.34	918.48	860.17	831.01	575.47	551.98	493.26
76	1,322.92	1,285.12	1,209.53	1,171.73	1,071.56	1,003.53	969.51	671.38	643.98	575.47
77	1,511.91	1,468.71	1,382.32	1,339.12	1,224.65	1,146.89	1,108.01	767.29	735.98	657.68
78	1,700.90	1,652.30	1,555.11	1,506.51	1,377.73	1,290.25	1,246.51	863.21	827.97	739.89
79	1,889.89	1,835.89	1,727.89	1,673.90	1,530.81	1,433.61	1,385.02	959.12	919.97	822.10
80	2,078.87	2,019.48	1,900.68	1,841.29	1,683.89	1,576.97	1,523.52	1,055.03	1,011.97	904.31
81	2,267.86	2,203.07	2,073.47	2,008.68	1,836.97	1,720.34	1,662.02	1,150.94	1,103.96	986.52
82	2,456.85	2,386.65	2,246.26	2,176.07	1,990.05	1,863.70	1,800.52	1,246.85	1,195.96	1,068.73
83	2,645.84	2,570.24	2,419.05	2,343.46	2,143.13	2,007.06	1,939.02	1,342.76	1,287.96	1,150.94
84	2,834.83	2,753.83	2,591.84	2,510.85	2,296.21	2,150.42	2,077.52	1,438.68	1,379.95	1,233.15
85	3,023.82	2,937.42	2,764.63	2,678.24	2,449.29	2,293.78	2,216.03	1,534.59	1,471.95	1,315.36

Secure Senior (Proposed - 89% Increase)  
Allianz Life Insurance Company of North America  
5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297

**NURSING CARE WITH 100% HOME AND COMMUNITY BASED CARE BENEFIT (HCBC)**

ISS AGE	Nursing Care Ben Pd									
	Lifetime				5Year			3Year		2Year
	HCBC Ben Pd				HCBC Ben Pd			HCBC Ben Pd		HCBC Ben Pd
	Lifetime	5Year	3Year	2Year	5Year	3Year	2Year	3Year	2Year	2Year
40	141.74	135.44	122.84	116.54	114.80	103.46	97.79	71.92	67.36	61.66
41	145.79	139.31	126.35	119.87	118.09	106.43	100.60	73.99	69.29	63.42
42	149.84	143.18	129.86	123.20	121.38	109.40	103.40	76.06	71.23	65.18
43	153.89	147.05	133.37	126.53	124.65	112.34	106.18	78.10	73.14	66.94
44	157.94	150.92	136.88	129.86	127.92	115.28	108.97	80.17	75.08	68.70
45	161.99	154.79	140.39	133.19	131.21	118.25	111.77	82.21	76.99	70.47
46	166.04	158.66	143.90	136.52	134.51	121.22	114.58	84.28	78.93	72.23
47	170.09	162.53	147.41	139.85	137.77	124.17	117.36	86.32	80.84	73.99
48	174.14	166.40	150.92	143.18	141.07	127.14	120.17	88.36	82.75	75.75
49	178.19	170.27	154.43	146.51	144.33	130.08	122.95	90.43	84.69	77.51
50	182.24	174.14	157.94	149.84	147.63	133.05	125.76	92.48	86.60	79.27
51	190.34	181.88	164.96	156.50	154.19	138.96	131.35	96.61	90.47	82.80
52	198.44	189.62	171.98	163.16	160.75	144.87	136.94	100.72	94.32	86.32
53	206.54	197.36	179.00	169.82	167.31	150.79	142.52	104.83	98.17	89.84
54	214.64	205.10	186.02	176.48	173.87	156.70	148.11	108.94	102.02	93.37
55	222.74	212.84	193.04	183.14	180.43	162.61	153.70	113.05	105.87	96.89
56	238.94	228.32	207.08	196.46	193.55	174.44	164.88	121.27	113.57	103.94
57	255.13	243.80	221.12	209.78	206.67	186.26	176.06	129.49	121.27	110.98
58	271.33	259.27	235.16	223.10	219.79	198.09	187.23	137.71	128.97	118.03
59	287.53	274.75	249.19	236.42	232.91	209.91	198.41	145.93	136.67	125.08
60	303.73	290.23	263.23	249.73	246.04	221.74	209.59	154.15	144.37	132.12
61	340.18	325.06	294.82	279.70	275.55	248.33	234.72	172.64	161.68	147.98
62	376.63	359.89	326.41	309.67	305.08	274.95	259.89	191.15	179.01	163.83
63	413.07	394.72	358.00	339.64	334.59	301.54	285.02	209.64	196.33	179.69
64	449.52	429.54	389.59	369.61	364.13	328.17	310.18	228.12	213.64	195.54
65	485.97	464.37	421.17	399.58	393.64	354.76	335.32	246.63	230.97	211.40
66	550.77	526.29	477.33	452.85	446.12	402.06	380.03	279.51	261.77	239.58
67	615.56	588.20	533.49	506.13	498.61	449.36	424.74	312.40	292.56	267.77
68	680.36	650.12	589.64	559.41	551.09	496.66	469.45	345.28	323.36	295.96
69	745.15	712.04	645.80	612.68	603.58	543.96	514.16	378.17	354.16	324.14
70	809.95	773.95	701.96	665.96	656.06	591.26	558.87	411.05	384.95	352.33
71	939.54	897.79	814.27	772.51	761.03	685.87	648.28	476.82	446.54	408.70
72	1,069.13	1,021.62	926.58	879.07	866.00	780.47	737.70	542.59	508.14	465.07
73	1,198.73	1,145.45	1,038.90	985.62	970.97	875.07	827.12	608.35	569.73	521.45
74	1,328.32	1,269.28	1,151.21	1,092.17	1,075.94	969.67	916.54	674.12	631.32	577.82
75	1,457.91	1,393.12	1,263.52	1,198.73	1,180.91	1,064.28	1,005.96	739.89	692.91	634.19
76	1,700.90	1,625.30	1,474.11	1,398.51	1,377.73	1,241.65	1,173.62	863.21	808.40	739.89
77	1,943.88	1,857.49	1,684.70	1,598.30	1,574.54	1,419.03	1,341.28	986.52	923.88	845.59
78	2,186.87	2,089.67	1,895.28	1,798.09	1,771.36	1,596.41	1,508.94	1,109.84	1,039.37	951.29
79	2,429.85	2,321.86	2,105.87	1,997.88	1,968.18	1,773.79	1,676.60	1,233.15	1,154.85	1,056.99
80	2,672.84	2,554.04	2,316.46	2,197.67	2,165.00	1,951.17	1,844.26	1,356.47	1,270.34	1,162.68
81	2,915.82	2,786.23	2,527.05	2,397.45	2,361.82	2,128.55	2,011.92	1,479.78	1,385.83	1,268.38
82	3,158.81	3,018.42	2,737.63	2,597.24	2,558.63	2,305.93	2,179.58	1,603.10	1,501.31	1,374.08
83	3,401.79	3,250.60	2,948.22	2,797.03	2,755.45	2,483.31	2,347.24	1,726.41	1,616.80	1,479.78
84	3,644.78	3,482.79	3,158.81	2,996.82	2,952.27	2,660.69	2,514.90	1,849.73	1,732.28	1,585.48
85	3,887.76	3,714.97	3,369.40	3,196.61	3,149.09	2,838.07	2,682.56	1,973.04	1,847.77	1,691.18

**Secure Senior (Proposed - 89% Increase)**  
**Allianz Life Insurance Company of North America**  
**5701 Golden Hills Drive, Minneapolis, Minnesota 55416-1297**

Iss Age	SBP NFO	Full SBP	Ltd ROP	Full ROP	Simple COLA	Compd COLA
40	1.130	1.195	1.054	1.120	1.900	2.500
41	1.135	1.203	1.056	1.123	1.870	2.450
42	1.140	1.210	1.058	1.127	1.840	2.400
43	1.145	1.218	1.060	1.131	1.810	2.350
44	1.150	1.225	1.061	1.135	1.780	2.300
45	1.155	1.233	1.063	1.138	1.750	2.250
46	1.160	1.240	1.065	1.142	1.720	2.200
47	1.165	1.248	1.066	1.145	1.690	2.150
48	1.170	1.255	1.068	1.149	1.660	2.100
49	1.175	1.263	1.069	1.152	1.630	2.050
50	1.180	1.270	1.071	1.156	1.600	2.000
51	1.185	1.278	1.072	1.159	1.570	1.950
52	1.190	1.278	1.074	1.163	1.540	1.900
53	1.195	1.293	1.075	1.166	1.510	1.850
54	1.200	1.300	1.077	1.169	1.480	1.800
55	1.205	1.308	1.078	1.172	1.450	1.750
56	1.210	1.315	1.080	1.176	1.430	1.700
57	1.215	1.323	1.081	1.179	1.410	1.650
58	1.220	1.330	1.083	1.182	1.390	1.600
59	1.225	1.338	1.084	1.185	1.370	1.550
60	1.230	1.345	1.086	1.188	1.350	1.500
61	1.235	1.353	1.087	1.191	1.340	1.480
62	1.240	1.360	1.088	1.194	1.330	1.460
63	1.245	1.368	1.090	1.197	1.320	1.440
64	1.250	1.375	1.091	1.200	1.310	1.420
65	1.260	1.390	1.094	1.206	1.300	1.400
66	1.270	1.405	1.096	1.211	1.290	1.380
67	1.280	1.420	1.099	1.217	1.280	1.360
68	1.290	1.435	1.101	1.222	1.270	1.340
69	1.300	1.450	1.103	1.228	1.260	1.320
70	1.310	1.465	1.106	1.233	1.250	1.300
71	1.320	1.480	1.108	1.238	1.240	1.290
72	1.330	1.495	1.110	1.243	1.230	1.280
73	1.340	1.510	1.113	1.252	1.220	1.270
74	1.350	1.525	1.115	1.252	1.210	1.260
75	1.355	1.533	1.116	1.255	1.200	1.250
76	1.360	1.540	1.117	1.257	1.190	1.240
77	1.365	1.548	1.118	1.259	1.180	1.230
78	1.370	1.555	1.119	1.262	1.170	1.220
79	1.375	1.563	1.120	1.264	1.160	1.210
80	1.380	1.570	1.121	1.266	1.150	1.200
81	1.385	1.578	1.122	1.268	1.140	1.190
82	1.390	1.585	1.123	1.271	1.130	1.180
83	1.395	1.593	1.124	1.273	1.120	1.170
84	1.400	1.593	1.125	1.275	1.110	1.160
85	1.405	1.593	1.126	1.277	1.100	1.150

<b>State:</b>	Pennsylvania	<b>Filing Company:</b>	Allianz Life Insurance Company of North America
<b>TOI/Sub-TOI:</b>	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
<b>Product Name:</b>	LTC Rate Filing 2020 - Group 1		
<b>Project Name/Number:</b>	LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1		

## Supporting Document Schedules

<b>Satisfied - Item:</b>	Transmittal Letter (A&H)
<b>Comments:</b>	Refer to General Information tab for filing description.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Actuarial Certification (A&H)
<b>Comments:</b>	Included in Actuarial Memorandum.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Actuarial Memorandum and Explanatory Information (A&H)
<b>Comments:</b>	
<b>Attachment(s):</b>	Actuarial Memo Group 1 - PA.pdf Supplement to the Actuarial Memorandum - PA.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Advertisements (A&H)
<b>Bypass Reason:</b>	N/A to this filing. This is a rate filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Authorization to File (A&H)
<b>Bypass Reason:</b>	N/A-- Allianz is filing on its own behalf.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Bypassed - Item:</b>	Insert Page Explanation (A&H)
<b>Bypass Reason:</b>	N/A to this filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	

<b>State:</b>	Pennsylvania	<b>Filing Company:</b>	Allianz Life Insurance Company of North America
<b>TOI/Sub-TOI:</b>	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
<b>Product Name:</b>	LTC Rate Filing 2020 - Group 1		
<b>Project Name/Number:</b>	LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1		

<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Rate Table (A&H)
<b>Bypass Reason:</b>	N/A to this filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Replacement Form with Highlighted Changes (A&H)
<b>Bypass Reason:</b>	N/A to this filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Advertisement Compliance Certification
<b>Bypass Reason:</b>	N/A to this filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Reserve Calculation (A&H)
<b>Bypass Reason:</b>	N/A to this filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Bypassed - Item:</b>	Variability Explanation (A&H)
<b>Bypass Reason:</b>	N/A to this filing.
<b>Attachment(s):</b>	
<b>Item Status:</b>	
<b>Status Date:</b>	
<b>Satisfied - Item:</b>	Confidential Exhibits
<b>Comments:</b>	Allianz Life is requesting that the attached exhibits be treated as confidential, trade secret material. Allianz considers its assumptions and experience to be trade secret since it has value and provides an advantage or an opportunity to obtain an advantage over those who do not know or use it.
<b>Attachment(s):</b>	Exhibit 2 - Current Assumption Justification - CONFIDENTIAL.pdf Exhibit 8 - Comparison of Assumptions - Group 1.pdf

<b>State:</b>	Pennsylvania	<b>Filing Company:</b>	Allianz Life Insurance Company of North America
<b>TOI/Sub-TOI:</b>	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
<b>Product Name:</b>	LTC Rate Filing 2020 - Group 1		
<b>Project Name/Number:</b>	LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1		

<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Exhibits
<b>Comments:</b>	
<b>Attachment(s):</b>	Exhibits and Attachments.xlsx
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>Satisfied - Item:</b>	Policyholder Notification Letter
<b>Comments:</b>	
<b>Attachment(s):</b>	GENERIC Policyholder Notification.pdf
<b>Item Status:</b>	
<b>Status Date:</b>	

<b>SERFF Tracking #:</b>	ALLB-132270531	<b>State Tracking #:</b>	ALLB-132270531	<b>Company Tracking #:</b>	LTC RATE FILING 2020 - GROUP 1
<hr/>					
<b>State:</b>	Pennsylvania			<b>Filing Company:</b>	Allianz Life Insurance Company of North America
<b>TOI/Sub-TOI:</b>	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
<b>Product Name:</b>	LTC Rate Filing 2020 - Group 1				
<b>Project Name/Number:</b>	LTC Rate Filing 2020 - Group 1/LTC Rate Filing 2020 - Group 1				

***Attachment Exhibits and Attachments.xlsx is not a PDF document and cannot be reproduced here.***



# Allianz Life Insurance Company of North America

Home Office:  
5701 Golden Hills Drive  
Minneapolis, MN 55416-1297

## Actuarial Memorandum Supporting 89% Aggregate Premium Rate Increase On Individual Long-Term Care Insurance Policy Forms

### 1. TYPE OF CHANGE

Allianz Life Insurance Company of North America (the Company) proposes the following rate revisions on the below long-term care (LTC) policy forms. The company issued these policy forms in Pennsylvania between 1994 and 2003.

<u>Product Name</u>	<u>Form series (including associated riders)</u>
Future Select (FSL)	N-3000-P-PA(Q), N-3000-P-PA(NQ), N-3001-P-PA(Q), N-3001-P-PA(NQ)
Allianz LTC (LTC)	N-2350-P-PA, N-2350-P-1-PA
Secure Senior (SSR)	N-2720-P-PA, N-2720-P-PA(Q), N-2721-P-PA, N-2721-P-PA(Q)

The premium rate increase request varies by benefit period. The table below provides the requested rate increase:

Policy Form Series	Benefit Period		
	2-3 Years	5 Years	Lifetime
FSL	45%	80%	100%
LTC	45%	80%	100%
SSR	45%	80%	100%

### 2. PURPOSE OF FILING

This memorandum has been prepared to provide actuarial information supporting a rate revision to premiums for the form series above. The rate revision meets the minimum requirements in the statutes of Pennsylvania.

The Company is requesting a premium rate increase on the above-listed forms, including all associated riders. These forms are in need of a premium rate increase due to past and projected future experience that continues to be more adverse than previously expected and originally priced for.

### 3. LIMITATIONS AND EXCLUSIONS

This actuarial memorandum is intended to support the premium rate increases on the policy forms described above and it is not appropriate to use for any other purposes.

#### 4. HISTORY OF RATE REVISION

The table below provides the rate increase history in Pennsylvania of all policy form series in this filing.

Policy Form Series	First Rate Increase			Second Rate Increase		
	Date of Approval	Rate Increase Amount	SERFF Tracking Number (if available)	Date of Approval	Rate Increase Amount	SERFF Tracking Number (if available)
FSL	8/28/2009	25.0%*	ALLB-126139268	2/12/2013	20.0%	ALLB-128712153
LTC	8/28/2009	25.0%	ALLB-126139268	2/12/2013	20.0%	ALLB-128712153
SSR	8/28/2009	25.0%	ALLB-126139268	2/12/2013	20.0%	ALLB-128712153

\* Rate increase was approved only for policies issued prior to September 16, 2002.

Exhibit 1 provides the rate increase history nationwide of all policy form series in this filing.

#### 5. SCOPE AND APPLICABILITY

This filing applies to active premium paying policies issued in this state for the policy forms listed above. These policy forms are no longer being marketed. These policy forms include limited premium payment options and traditional level-pay-for-life. All policies other than traditional level-pay-for-life are paid up and will not be subject to the proposed premium rate increase. Thus, those policies are excluded from this filing and their past experience and future projections are excluded from the attached Exhibits. Exhibit 1 provides a distribution of in-force policies and total annual premiums by issue state.

These rates when approved will be applied to policies delivered or issued for delivery in the state of Pennsylvania, regardless of place of current residence.

#### 6. DESCRIPTION OF BENEFITS

These plans are Guaranteed Renewable Individual Long Term Care Insurance plans. Plans cover facility care and home and community care where applicable. Premiums vary by issue age and are projected to be level for the duration of the policy, unless modified by the riders elected by the policyholder. Rider charges are factor based and are a multiplier of the base premium.

Several coverage options are available:

- ❖ Various Maximum Benefit Periods
- ❖ Various Daily Benefit Amounts
- ❖ Various Elimination Periods
- ❖ Facility Care Plan with various Home and Community Care Benefit levels
- ❖ Separate rates for different underwriting classes
- ❖ Separate rates for joint and single lives

#### 7. POLICYHOLDER OPTIONS

Assuming that the proposed rate increase becomes effective, policyholders will have the following options upon notification of the rate increase:

Policyholder Options to Reduce Benefits:

Policyholders with benefits above the minimum coverage level have the option to modify their policy benefits to mitigate the impact of the proposed rate increase. As examples, the options include, but are not limited to the following:

1. Reduce their benefit period,
2. Lower their daily benefit,
3. Increase their elimination period,
4. Reduce or cancel cost of living accumulation (COLA) riders.

Non-forfeiture Offers:

In addition, the Company will give the policyholder the option to accept a non-forfeiture benefit if they receive a premium increase at no charge. Acceptance of the non-forfeiture benefit will provide the policyholder with a reduced paid-up policy, with no future premiums required after the effective date of the policyholder's rate increase. Policyholders who elect this option will pay no additional premiums after the effective date of the rate increase, and their benefit pool will be their total premiums paid. In consideration of our policyholders, our company does not subtract past claims from the benefit pool prior to the election of this rider.

## **8. ISSUE YEAR**

These forms were sold from 1994 to 2003 in Pennsylvania, and marketed nationally from 1993 through 2003. These forms are no longer being issued in any state as Allianz stopped issuing all individual standalone long-term care insurance in 2010.

## **9. UNDERWRITING DESCRIPTION**

All policies subject to this rate revision were subject to full underwriting in accordance with Company standards in place at the time of issue. Those underwriting standards were taken into consideration when projecting future experience.

## **10. MARKETING METHOD**

Sales were conducted by individual agents, who sold primarily on an individual policy basis. The Company no longer sells long-term care insurance policies.

## **11. AREA FACTORS**

The Company did not use area factors within the state.

## **12. AVERAGE ANNUAL PREMIUM PER INSURED**

This section compares the average premiums of the Pennsylvania policy forms and nationwide policy forms. The following table provides the average annual premium based on December 31, 2019 in-force policies for the policy forms included in this filing, both without and with the requested increase.

Pennsylvania Policy Forms:

Current Average Annual Premium:	\$2,995	(1,078 Premium Paying Policies)
Proposed (89% increase):	\$5,647	

National Policy Forms:

2019 Annual Premium:	\$2,453	(25,130 Premium Paying Policies)
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### 13. PREMIUM MODALIZATION RULES

The modal premium factors will remain unchanged from the current factors.

### 14. CLAIM RESERVE

At each valuation date, a claim reserve is computed for each active and pending claim case. For active claims, the claim reserve is calculated as the present value of future benefits from the valuation date to the end of the benefit period. Benefit amounts are discounted for interest and claim continuance. Claim reserve have been discounted and allocated to the appropriate incurred year.

### 15. BEST ESTIMATE ACTUARIAL ASSUMPTIONS

a. Morbidity:

Attained age claim costs and Waiver of Premium benefits used in projecting future experience for this form have been developed utilizing Company-specific policy experience enhanced with other industry data as needed. Claim costs vary by joint policy status (joint vs. single), gender and various levels of home health care with adjustments for elimination periods, benefit periods, and riders.

Claim costs are developed from first principle using company-specific historical claim experience. Allianz incidence rates are typically credible up to age 88. Allianz data was then graded towards industry data for ages 88 and above, ultimately equating with industry experience by age 100. Continuance and utilization rates from Allianz claim data were blended with industry data when experience lacked credibility (fewer than 1,000 beginning of month claim exposures). Allianz experience was generally in line with industry data.

Future claim costs are projected on a seriatim basis for each policyholder. These claim costs are adjusted according to each policy's benefit designs, such as COLA option, elimination periods and benefit periods.

Underwriting, claim management and product design were taken into consideration when setting the assumptions. Allianz historical experience includes the positive impact of underwriting selection. No scalar increases to the claim cost assumption are made within these projections to reflect future wear off from underwriting selection.

b. Mortality:

The projected future experience uses the gender-distinct 2012 Individual Annuitant Mortality (2012 IAM). This assumption is developed based on feedback from our consultants and is consistent with industry practice. The mortality assumption balances our morbidity assumption as neither is projected to have future improvements.

c. Persistency:

The Company's own experience was used in the development of the lapse assumption. The experience is determined to be credible through policy duration 11. The voluntary lapse assumption is split by duration, marital status and COLA option as follows:

Duration	Individual		Married	
	Non-COLA	COLA	Non-COLA	COLA
1	9.50%	7.00%	7.70%	3.50%
2	6.80%	4.50%	5.80%	2.50%
3	4.00%	2.20%	3.80%	1.50%
4	3.00%	1.50%	2.80%	1.25%
5	2.30%	1.30%	1.00%	0.50%
6	1.60%	0.90%	1.00%	0.50%
7+	1.40%	0.75%	1.00%	0.40%

Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates.

Based on company experience, a 2% increase to lapse rate is assumed immediately after the implementation of the rate increase to account for the election of reduced paid up benefit.

d. Expected Benefit Reduction:

Based on company experience from previous rate increases, the cash flow projection for the proposed rate increase includes an expectation of policyholders lowering their lifetime maximum benefit.

Lifetime benefit period policies are projected to reduce to a 5 year benefit period 18% of the time and to a 3 year benefit period 6% of the time. Policyholders with a non-lifetime benefit period equal to or greater than 5 years are projected to reduce to a 3 year benefit period 9% of the time.

e. Interest and Investment Income:

The interest rate of 4.5% used in the original product filing is also used in these exhibits to calculate the loss ratio. Changes in interest rates and investment income are not used to justify the rate increase.

f. Expenses:

Changes in expense are not used to justify the rate increase and are not included in this analysis. It is assumed that original expense assumptions are still appropriate.

Exhibit 2 provides additional information and justification for the assumptions used in this filing.

## 16. DEMONSTRATION OF SATISFACTION OF REQUIREMENTS

The projections included in this filing are produced by applying “best estimate” actuarial assumptions that reasonably reflect actual experience. The anticipated lifetime loss ratio for policies based on Pennsylvania specific rate history and these assumptions before the requested rate increase is 198.4% nationwide and 189.5% in Pennsylvania based on pooled experience (Exhibit 3 & 4). The lifetime loss ratio after the requested rate increase is 164.8% nationwide and 156.2% in Pennsylvania based on pooled experience (Exhibits 5 & 6).

The requested rate increase is not calculated to achieve a targeted loss ratio or to maintain rate stability since that would require a significantly larger rate increase. The request is meant to find a balance between the poor performance of the business and the impact of rate increases on our policyholders.

A detailed demonstration of the 58/85 calculations justifying the rate increase can be found in Exhibit 7. The justifiable rate increases under moderately adverse conditions are over 200% on a nationwide basis based on pooled experience. Moderately adverse conditions for the 58/85 calculation are defined as a 10% increase in future claim cost over the current best estimate. Even though some of the policies in this filing may be subject to pre-rate stability minimum loss ratio requirements, we are showing justification of the rate increase by holding all policies to the more stringent 58/85 calculation.

## 17. ANALYSIS PERFORMED TO CONSIDER A RATE INCREASE

The initial premium schedules were based on pricing assumptions that reflected the Company’s best estimate utilizing the available information at the time. Recent experience studies performed show that experience is more unfavorable than previously assumed which resulted in assumptions being updated and has led to the Company requesting a rate increase on this product. This level is in line with our request nationwide on these policy forms. The Pennsylvania specific experience lacks credibility and was not considered on its own in determining the requested rate level compared to our nationwide requests. The original pricing assumptions compared to our current assumptions are included in Exhibit 8.

## 18. LOSS RATIOS

The lifetime loss ratios for all policy form series split by benefit period are provided in the table below both without and with the requested rate increase. To reflect Pennsylvania specific rate history, nationwide loss ratios are restated to reflect rate increases implemented in Pennsylvania. For actuarial modeling purposes the requested rate increase is assumed to be effective September, 2020.

<b>Benefit Period</b>	<b>Before Increase</b>	<b>After Increase</b>
<b>Pennsylvania</b>		
2-3 Years	117.6%	110.5%
5 Years	142.7%	124.5%
Lifetime	216.8%	172.7%
All	189.5%	156.2%
<b>Nationwide</b>		
2-3 Years	124.0%	116.6%
5 Years	142.8%	125.9%
Lifetime	223.9%	180.6%
All	198.4%	164.8%

## 19. DISTRIBUTION OF BUSINESS

The historical experience reflects the actual distribution of policies during the experience period. We used the current distribution of business as of December 31, 2019 to project future experience.

Benefit period	Nationwide			
	5% Compound COLA	5% Simple COLA	No COLA	Grand Total
<b>2-Year</b>	1.3%	0.6%	0.3%	2.3%
<b>3-Year</b>	11.7%	3.5%	1.7%	16.8%
<b>5-Year</b>	7.3%	2.1%	1.0%	10.5%
<b>Lifetime</b>	54.0%	11.3%	5.1%	70.4%
<b>Grand Total</b>	74.4%	17.5%	8.2%	100.0%

Benefit period	Pennsylvania					Policyholder Impacted
	5% Compound COLA	5% Simple COLA	No COLA	Grand Total	Proposed Rate Increase	
<b>2-Year</b>	1.1%	0.7%	0.4%	2.2%	45%	24
<b>3-Year</b>	12.1%	4.8%	2.0%	18.9%	45%	204
<b>5-Year</b>	9.1%	3.0%	1.6%	13.6%	80%	147
<b>Lifetime</b>	49.1%	10.6%	5.6%	65.2%	100%	703
<b>Grand Total</b>	71.3%	19.1%	9.6%	100.0%	89%	1,078

## 20. ACTUARIAL CERTIFICATION

I am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualifications standards for preparing health rate filings.

Claims, reserves, and policyholder data are provided by our third party administrator and our valuation actuaries. Data was reviewed for reasonableness.

I hereby certify that, to the best of my knowledge and belief:

- a. It complies with Actuarial Standards of Practice No. 8 "Regulatory Filings for Rates and Financial Projections for Health Plans";
- b. The premiums charged after the proposed rate increase is not unfairly discriminatory and the premiums after the proposed rate increase are not excessive. The proposed premium rate increase is not sufficient to prevent future rate actions by the company and benefits currently are not reasonable in relation to the premiums charged.
- c. Assumptions within this filing are based on best estimate without provision for adverse deviation while interest rates used are based on original product filing.



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March 17, 2020



**Exhibit 1**  
**Allianz Life Insurance Company of North America**  
**Status of Filing as of 2/17/2020**  
**Policy Form Series : N-3000-P-Q, et al.**

State	First Rate Increase				Second Rate Increase				Cumulative Approved Increase	As of December 31, 2019	
	Amount Requested	Date Filed	Date Approved	Amount Approved	Amount Requested	Date Filed	Date Approved	Amount Approved		Policy Count	Annualized Premium
Alabama	25.0%	5/22/2009	2/3/2010	25.0%	25.0%	11/29/2012	12/19/2012	25.0%	56.3%	196	\$ 496,947
Alaska	25.0%	5/27/2009	6/23/2009	25.0%	25.0%	11/9/2012	11/28/2012	25.0%	56.3%	21	\$ 60,902
Arizona	25.0%	8/4/2009	11/17/2009	15.0%	25.0%	12/5/2012	5/21/2013	25.0%	43.8%	290	\$ 836,060
Arkansas	25.0%	5/22/2009	8/19/2009	25.0%	34.0%	10/16/2015	1/8/2016	25.0%	56.3%	87	\$ 207,760
California	25.0%	4/23/2010	Disapproved	0.0%	25.0%	5/17/2013	Open Filing	0.0%	0.0%	1,917	\$ 4,113,647
Colorado	25.0%	10/30/2009	12/1/2009	25.0%	25.0%	11/15/2012	8/1/2013	25.0%	56.3%	461	\$ 1,340,142
Connecticut	25.0%	8/14/2009	Disapproved	0.0%	25.0%	5/20/2014	Disapproved	0.0%	0.0%	112	\$ 358,264
Delaware	20.0%	8/21/2009	7/9/2010	20.0%	25.0%	11/15/2012	3/15/2013	15.0%	38.0%	24	\$ 64,238
Dist. of Columbia	21.0%	9/17/2009	Disapproved	0.0%					0.0%	8	\$ 14,052
Florida	25.0%	6/3/2013	11/25/2013	7.3%	122.0%	12/31/2019			7.3%	974	\$ 2,168,294
Georgia	25.0%	5/28/2009	3/5/2010	10.0%	25.0%	11/16/2012	2/8/2013	15.0%	26.5%	947	\$ 2,214,609
Hawaii	25.0%	6/4/2009	11/2/2009	25.0%	25.0%	11/15/2012	6/24/2013	25.0%	56.3%	161	\$ 547,901
Idaho	25.0%	6/4/2009	7/29/2009	25.0%	25.0%	11/15/2012	2/21/2013	10.0%	37.5%	43	\$ 108,784
Illinois	25.0%	6/2/2009	12/4/2009	25.0%	25.0%	11/19/2012	2/6/2015	25.0%	56.3%	929	\$ 2,350,836
Indiana	25.0%	6/23/2009	8/16/2010	25.0%					25.0%	291	\$ 757,240
Iowa	25.0%	8/14/2009	12/28/2009	25.0%	25.0%	11/29/2012	9/10/2013	7.8%	34.8%	432	\$ 902,220
Kansas	25.0%	6/19/2009	11/10/2009	15.0%	25.0%	11/15/2012	3/29/2013	10.0%	26.5%	471	\$ 1,062,218
Kentucky	25.0%	6/19/2009	10/6/2009	25.0%	25.0%	11/15/2012	2/8/2013	13.4%	41.8%	178	\$ 441,322
Louisiana	25.0%	7/21/2009	11/6/2009	20.0%					20.0%	93	\$ 183,662
Maine	25.0%	5/27/2009	9/23/2009	25.0%	25.0%	11/30/2012	2/21/2013	25.0%	56.3%	113	\$ 379,194
Maryland	25.0%	7/17/2009	11/17/2009	15.0%	25.0%	11/20/2012	2/8/2013	15.0%	32.3%	422	\$ 1,272,455
Massachusetts	25.0%	11/4/2009	Disapproved	0.0%	114.0%	2/14/2020			0.0%	287	\$ 724,332
Michigan	25.0%	5/22/2009	7/2/2009	25.0%	25.0%	11/20/2012	12/17/2012	25.0%	56.3%	241	\$ 718,828
Minnesota	25.0%	7/22/2009	Disapproved	0.0%	34.0%	2/12/2015	1/22/2016	25.0%	34.0%	790	\$ 1,503,791
Mississippi	25.0%	7/21/2009	10/6/2009	25.0%	25.0%	11/20/2012	2/5/2013	25.0%	56.3%	60	\$ 155,877
Missouri	25.0%	6/23/2009	9/1/2009	25.0%	25.0%	5/17/2013	7/16/2013	25.0%	56.3%	393	\$ 1,004,337
Montana	25.0%	7/17/2009	9/2/2009	25.0%	25.0%	11/26/2012	12/28/2012	25.0%	56.3%	42	\$ 106,579
Nebraska	25.0%	5/22/2009	2/10/2010	25.0%	25.0%	11/15/2012	5/21/2013	20.0%	50.0%	166	\$ 400,886
Nevada	25.0%	6/16/2009	Disapproved	0.0%					0.0%	64	\$ 142,421
New Hampshire	25.0%	6/16/2009	8/13/2009	25.0%	25.0%	11/16/2012	2/12/2013	25.0%	56.3%	77	\$ 266,263
New Jersey	25.0%	10/15/2009	5/3/2010	25.0%	25.0%	11/16/2012	12/27/2013	24.9%	56.1%	472	\$ 1,917,770
New Mexico	25.0%	5/22/2009	12/23/2009	25.0%	25.0%	11/15/2012	Disapproved	0.0%	25.0%	68	\$ 159,448
New York		N/A				N/A			0.0%	-	\$ -
North Carolina	25.0%	6/30/2009	12/7/2009	12.5%	25.0%	11/21/2012	6/18/2013	25.0%	40.6%	783	\$ 2,069,536
North Dakota	25.0%	5/22/2009	6/26/2009	15.0%	25.0%	11/15/2012	2/15/2013	15.0%	32.3%	227	\$ 451,136
Ohio	25.0%	6/16/2009	10/30/2009	20.0%	25.0%	11/15/2012	4/23/2013	20.0%	44.0%	522	\$ 1,452,973
Oklahoma	25.0%	5/27/2009	10/27/2010	10.0%	25.0%	11/16/2012	1/3/2013	25.0%	37.5%	126	\$ 271,601
Oregon	25.0%	8/13/2009	9/11/2009	10.0%	25.0%	11/16/2012	3/26/2014	25.0%	37.5%	223	\$ 578,203
Pennsylvania - LR*	25.0%	6/23/2009	8/28/2009	25.0%	25.0%	11/26/2012	2/12/2013	20.0%	50.0%	595	\$ 1,926,240
Pennsylvania - RS*	25.0%	6/23/2009	Disapproved	0.0%	25.0%	11/26/2012	2/12/2013	20.0%	20.0%	109	\$ 287,810
Rhode Island	25.0%	6/30/2009	Disapproved	0.0%					0.0%	14	\$ 44,363
South Carolina	25.0%	7/17/2009	10/8/2009	20.0%	25.0%	11/15/2012	2/22/2013	20.0%	44.0%	559	\$ 1,294,577
South Dakota	25.0%	7/1/2009	7/29/2009	25.0%	25.0%	11/16/2012	1/25/2013	25.0%	56.3%	77	\$ 174,213
Tennessee	25.0%	7/1/2009	8/3/2009	25.0%	25.0%	11/16/2012	3/20/2013	25.0%	56.3%	529	\$ 1,427,914
Texas	25.0%	11/18/2009	3/9/2010	19.0%	25.0%	11/20/2012	3/1/2013	17.0%	39.2%	1,121	\$ 2,749,826
Utah	25.0%	9/17/2010	Disapproved	0.0%					0.0%	79	\$ 125,869
Vermont	25.0%	7/20/2009	Disapproved	0.0%					0.0%	24	\$ 56,590
Virginia	25.0%	9/10/2009	4/16/2010	25.0%	25.0%	11/15/2012	8/14/2013	13.5%	41.9%	1,152	\$ 3,194,236
Washington	25.0%	7/17/2009	2/18/2010	25.0%	25.0%	11/15/2012	4/12/2013	25.0%	56.3%	633	\$ 1,947,353
West Virginia	25.0%	8/5/2009	9/30/2009	25.0%	25.0%	11/29/2012	1/31/2013	25.0%	56.3%	16	\$ 46,374
Wisconsin	25.0%	6/23/2009	2/4/2010	10.0%	25.0%	11/29/2012	12/2/2012	10.0%	21.0%	646	\$ 1,528,882
Wyoming	25.0%	5/22/2009	6/1/2009	25.0%	25.0%	11/15/2012	2/14/2013	25.0%	56.3%	24	\$ 72,788
<b>Total</b>									36.5%	18,289	\$ 46,681,761

\* LR = policies issued prior to the effective date of rate stability in that state.

RS = policies issued on or after the effective date of rate stability in that state.

**Exhibit 1**  
**Allianz Life Insurance Company of North America**  
**Status of Filing as of 2/17/2020**  
**Policy Form Series : N-2721-P, et al.**

State	First Rate Increase				Second Rate Increase				Cumulative Approved Increase	As of December 31, 2019	
	Amount Requested	Date Filed	Date Approved	Amount Approved	Amount Requested	Date Filed	Date Approved	Amount Approved		Policy Count	Annualized Premium
Alabama	25.0%	5/22/2009	2/3/2010	25.0%	25.0%	11/29/2012	12/19/2012	25.0%	56.3%	83	\$ 208,826
Alaska	25.0%	5/27/2009	6/23/2009	25.0%	25.0%	11/9/2012	11/28/2012	25.0%	56.3%	2	\$ 6,666
Arizona	25.0%	8/4/2009	11/17/2009	15.0%	25.0%	12/5/2012	5/21/2013	25.0%	43.8%	109	\$ 259,584
Arkansas	25.0%	5/22/2009	8/19/2009	25.0%	34.0%	10/16/2015	1/8/2016	25.0%	56.3%	64	\$ 120,211
California	25.0%	4/23/2010	Disapproved	0.0%	25.0%	5/17/2013	Open Filing	0.0%	0.0%	749	\$ 1,433,449
Colorado	25.0%	10/30/2009	12/1/2009	25.0%	25.0%	11/15/2012	8/1/2013	25.0%	56.3%	204	\$ 494,459
Connecticut	25.0%	8/14/2009	Disapproved	0.0%	25.0%	5/20/2014	Disapproved	0.0%	0.0%	82	\$ 229,730
Delaware	20.0%	8/21/2009	7/9/2010	20.0%	25.0%	11/15/2012	3/15/2013	15.0%	38.0%	9	\$ 18,085
Dist. of Columbia									0.0%	7	\$ 6,339
Florida	25.0%	6/3/2013	11/25/2013	7.3%	113.0%	12/31/2019			7.3%	199	\$ 363,650
Georgia	25.0%	5/28/2009	3/5/2010	10.0%	25.0%	11/16/2012	2/8/2013	15.0%	26.5%	156	\$ 291,913
Hawaii	25.0%	6/4/2009	11/2/2009	25.0%	25.0%	11/15/2012	6/24/2013	25.0%	56.3%	56	\$ 163,419
Idaho	25.0%	6/4/2009	7/29/2009	25.0%	25.0%	11/15/2012	2/21/2013	10.0%	37.5%	3	\$ 5,202
Illinois	25.0%	6/2/2009	12/4/2009	25.0%	25.0%	11/19/2012	2/6/2015	25.0%	56.3%	206	\$ 431,168
Indiana	25.0%	6/23/2009	8/16/2010	25.0%					25.0%	49	\$ 105,170
Iowa	25.0%	8/14/2009	12/28/2009	25.0%	25.0%	11/29/2012	9/10/2013	7.8%	34.8%	275	\$ 489,946
Kansas	25.0%	6/19/2009	11/10/2009	15.0%	25.0%	11/15/2012	3/29/2013	10.0%	26.5%	180	\$ 310,489
Kentucky	25.0%	6/19/2009	10/6/2009	25.0%	25.0%	11/15/2012	2/18/2013	13.4%	41.8%	33	\$ 76,826
Louisiana	25.0%	7/21/2009	11/6/2009	20.0%					20.0%	24	\$ 45,933
Maine	25.0%	5/27/2009	9/23/2009	25.0%	25.0%	11/30/2012	2/21/2013	25.0%	56.3%	28	\$ 90,372
Maryland	25.0%	7/17/2009	11/17/2009	15.0%	25.0%	11/20/2012	2/8/2013	15.0%	32.3%	196	\$ 508,719
Massachusetts	25.0%	11/4/2009	Disapproved	0.0%	114.0%	2/14/2020			0.0%	87	\$ 185,959
Michigan	25.0%	5/22/2009	7/2/2009	25.0%	25.0%	11/20/2012	12/17/2012	25.0%	56.3%	72	\$ 179,063
Minnesota	25.0%	7/22/2009	Disapproved	0.0%	34.0%	2/12/2015	1/22/2016	34.0%	34.0%	246	\$ 424,604
Mississippi	25.0%	7/21/2009	10/6/2009	25.0%	25.0%	11/20/2012	2/5/2013	25.0%	56.3%	10	\$ 17,033
Missouri	25.0%	6/23/2009	9/1/2009	25.0%	25.0%	5/17/2013	7/16/2013	25.0%	56.3%	169	\$ 372,145
Montana	25.0%	7/17/2009	9/2/2009	25.0%	25.0%	11/26/2012	12/28/2012	25.0%	56.3%	15	\$ 35,227
Nebraska	25.0%	5/22/2009	2/10/2010	25.0%	25.0%	11/15/2012	5/21/2013	20.0%	50.0%	102	\$ 204,656
Nevada	25.0%	6/16/2009	1/27/2010	25.0%					25.0%	11	\$ 17,986
New Hampshire	25.0%	6/16/2009	8/13/2009	25.0%	25.0%	11/16/2012	2/12/2013	25.0%	56.3%	41	\$ 112,190
New Jersey	25.0%	10/15/2009	5/3/2010	25.0%	25.0%	11/16/2012	12/27/2013	24.9%	56.1%	127	\$ 445,295
New Mexico	25.0%	5/22/2009	12/23/2009	25.0%	25.0%	11/15/2012	Disapproved	0.0%	25.0%	27	\$ 51,480
New York		N/A				N/A			0.0%	-	\$ -
North Carolina	25.0%	6/30/2009	12/7/2009	25.0%	25.0%	11/21/2012	6/18/2013	25.0%	56.3%	150	\$ 410,715
North Dakota	25.0%	5/22/2009	6/26/2009	15.0%	25.0%	11/15/2012	2/15/2013	15.0%	32.3%	69	\$ 140,548
Ohio	25.0%	6/16/2009	10/30/2009	20.0%	25.0%	11/15/2012	4/23/2013	20.0%	44.0%	125	\$ 308,758
Oklahoma	25.0%	5/27/2009	10/27/2010	10.0%	25.0%	11/16/2012	1/3/2013	25.0%	37.5%	27	\$ 47,373
Oregon	25.0%	8/13/2009	9/11/2009	10.0%	25.0%	11/16/2012	3/26/2014	25.0%	37.5%	37	\$ 88,686
Pennsylvania	25.0%	6/23/2009	8/28/2009	25.0%	25.0%	11/26/2012	2/12/2013	20.0%	50.0%	335	\$ 923,918
Rhode Island	25.0%	6/30/2009	Disapproved	0.0%					0.0%	18	\$ 35,561
South Carolina	25.0%	7/17/2009	10/8/2009	20.0%	25.0%	11/15/2012	2/22/2013	20.0%	44.0%	101	\$ 246,164
South Dakota	25.0%	7/1/2009	7/29/2009	25.0%	25.0%	11/16/2012	1/25/2013	25.0%	56.3%	64	\$ 143,302
Tennessee	25.0%	7/1/2009	8/3/2009	25.0%	25.0%	11/16/2012	3/20/2013	25.0%	56.3%	163	\$ 414,138
Texas	25.0%	11/18/2009	3/9/2010	20.0%	25.0%	11/20/2012	3/1/2013	17.0%	40.4%	295	\$ 612,650
Utah	25.0%	9/17/2010	Disapproved	0.0%					0.0%	9	\$ 12,721
Vermont	25.0%	7/20/2009	Disapproved	0.0%					0.0%	12	\$ 31,199
Virginia	25.0%	9/10/2009	4/16/2010	25.0%	25.0%	11/15/2012	8/14/2013	13.5%	41.9%	103	\$ 236,668
Washington	25.0%	7/17/2009	2/8/2010	25.0%	25.0%	11/15/2012	4/12/2013	25.0%	56.3%	256	\$ 709,190
West Virginia	25.0%	8/5/2009	9/30/2009	25.0%	25.0%	11/29/2012	1/31/2013	25.0%	56.3%	5	\$ 9,069
Wisconsin	25.0%	6/23/2009	2/4/2010	10.0%	25.0%	11/29/2012	12/2/2012	10.0%	21.0%	351	\$ 763,053
Wyoming	25.0%	5/22/2009	6/1/2009	25.0%	25.0%	11/15/2012	2/14/2013	25.0%	56.3%	4	\$ 7,041
<b>Total</b>									36.9%	5,745	\$ 12,846,546

\* LR = policies issued prior to the effective date of rate stability in that state.

RS = policies issued on or after the effective date of rate stability in that state.

**Exhibit 1**  
**Allianz Life Insurance Company of North America**  
**Status of Filing as of 2/17/2020**  
**Policy Form Series : N-2350-P, et al.**

State	First Rate Increase				Second Rate Increase				Cumulative Approved Increase	As of December 31, 2019	
	Amount Requested	Date Filed	Date Approved	Amount Approved	Amount Requested	Date Filed	Date Approved	Amount Approved		Policy Count	Annualized Premium
Alabama	25.0%	5/22/2009	2/3/2010	25.0%	25.0%	11/29/2012	12/19/2012	25.0%	56.3%	11	\$ 26,317
Alaska	25.0%	5/27/2009	6/23/2009	25.0%	25.0%	11/9/2012	11/28/2012	25.0%	56.3%	-	\$ -
Arizona	25.0%	8/4/2009	11/17/2009	15.0%	25.0%	12/5/2012	5/21/2013	25.0%	43.8%	21	\$ 52,167
Arkansas	25.0%	5/22/2009	8/19/2009	25.0%	34.0%	10/16/2015	1/8/2016	25.0%	56.3%	4	\$ 7,325
California	25.0%	4/23/2010	Disapproved	0.0%	25.0%	5/17/2013	Open Filing	0.0%	0.0%	260	\$ 499,462
Colorado	25.0%	10/30/2009	12/1/2009	25.0%	25.0%	11/15/2012	8/1/2013	25.0%	56.3%	30	\$ 72,445
Connecticut	25.0%	8/14/2009	Disapproved	0.0%	25.0%	5/20/2014	Disapproved	0.0%	0.0%	6	\$ 16,740
Delaware	20.0%	8/21/2009	7/9/2010	20.0%	25.0%	11/15/2012	3/15/2013	15.0%	38.0%	-	\$ -
Dist. of Columbia		N/A				N/A			0.0%	-	\$ -
Florida	25.0%	6/3/2013	11/25/2013	7.3%	132.0%	12/31/2019			7.3%	38	\$ 112,234
Georgia	25.0%	5/28/2009	3/5/2010	10.0%	25.0%	11/16/2012	2/8/2013	15.0%	26.5%	14	\$ 25,399
Hawaii	25.0%	6/4/2009	11/2/2009	25.0%	25.0%	11/15/2012	6/24/2013	25.0%	56.3%	9	\$ 21,137
Idaho	25.0%	6/4/2009	7/29/2009	25.0%	25.0%	11/15/2012	2/21/2013	10.0%	37.5%	2	\$ 3,887
Illinois	25.0%	6/2/2009	12/4/2009	25.0%	25.0%	11/19/2012	2/6/2015	25.0%	56.3%	40	\$ 73,936
Indiana	25.0%	6/23/2009	8/16/2010	25.0%					25.0%	28	\$ 46,209
Iowa	25.0%	8/14/2009	12/28/2009	25.0%	25.0%	11/29/2012	9/10/2013	7.8%	34.8%	110	\$ 159,980
Kansas	25.0%	6/19/2009	11/10/2009	15.0%	25.0%	11/15/2012	3/29/2013	10.0%	26.5%	84	\$ 105,044
Kentucky	25.0%	6/19/2009	10/6/2009	25.0%	25.0%	11/15/2012	2/18/2013	13.4%	41.8%	2	\$ 5,656
Louisiana	25.0%	7/21/2009	11/6/2009	20.0%					20.0%	4	\$ 6,847
Maine	25.0%	5/27/2009	9/23/2009	25.0%	25.0%	11/30/2012	2/21/2013	25.0%	56.3%	6	\$ 18,061
Maryland	25.0%	7/17/2009	11/17/2009	15.0%		N/A			15.0%	-	\$ -
Massachusetts	114.0%	2/14/2020							0.0%	32	\$ 68,181
Michigan	25.0%	5/22/2009	7/2/2009	25.0%	25.0%	11/20/2012	12/17/2012	25.0%	56.3%	4	\$ 6,084
Minnesota	25.0%	7/22/2009	Disapproved	0.0%	34.0%	2/12/2015	1/22/2016	34.0%	34.0%	9	\$ 8,717
Mississippi	25.0%	7/21/2009	10/6/2009	25.0%	25.0%	11/20/2012	2/5/2013	25.0%	56.3%	2	\$ 3,462
Missouri	25.0%	6/23/2009	9/1/2009	25.0%	25.0%	5/17/2013	7/16/2013	25.0%	56.3%	25	\$ 47,501
Montana	25.0%	7/17/2009	9/2/2009	25.0%	25.0%	11/16/2012	12/28/2012	25.0%	56.3%	3	\$ 10,933
Nebraska	25.0%	5/22/2009	2/10/2010	25.0%	25.0%	11/15/2012	5/21/2013	20.0%	50.0%	28	\$ 50,021
Nevada	25.0%	6/16/2009	1/27/2010	25.0%					25.0%	1	\$ 1,116
New Hampshire	25.0%	6/16/2009	8/13/2009	25.0%	25.0%	11/16/2012	2/12/2013	25.0%	56.3%	3	\$ 10,199
New Jersey		N/A				N/A			0.0%	-	\$ -
New Mexico	25.0%	5/22/2009	12/23/2009	25.0%	25.0%	11/15/2012	Disapproved	0.0%	25.0%	-	\$ -
New York		N/A				N/A			0.0%	-	\$ -
North Carolina	25.0%	6/30/2009	12/7/2009	25.0%	25.0%	11/21/2012	6/18/2013	25.0%	56.3%	10	\$ 27,019
North Dakota	25.0%	5/22/2009	6/26/2009	15.0%	25.0%	11/15/2012	2/15/2013	15.0%	32.3%	15	\$ 25,597
Ohio	25.0%	6/16/2009	10/30/2009	20.0%	25.0%	11/15/2012	4/23/2013	20.0%	44.0%	22	\$ 53,237
Oklahoma	25.0%	5/27/2009	10/27/2010	10.0%	25.0%	11/16/2012	1/3/2013	25.0%	37.5%	2	\$ 1,591
Oregon	25.0%	8/13/2009	9/11/2009	10.0%		N/A			10.0%	-	\$ -
Pennsylvania	25.0%	6/23/2009	8/28/2009	25.0%	25.0%	11/16/2012	2/12/2013	20.0%	50.0%	39	\$ 90,871
Rhode Island	25.0%	6/30/2009	Disapproved	0.0%		N/A			0.0%	-	\$ -
South Carolina	25.0%	7/17/2009	10/8/2009	20.0%	25.0%	11/15/2012	2/22/2013	20.0%	44.0%	3	\$ 6,903
South Dakota	25.0%	7/1/2009	7/29/2009	25.0%	25.0%	11/16/2012	1/25/2013	25.0%	56.3%	20	\$ 34,185
Tennessee	25.0%	7/1/2009	8/3/2009	25.0%	25.0%	11/16/2012	3/20/2013	25.0%	56.3%	7	\$ 14,338
Texas	25.0%	11/18/2009	3/9/2010	20.0%	25.0%	11/20/2012	3/1/2013	17.0%	40.4%	42	\$ 78,649
Utah	25.0%	9/17/2010	Disapproved	0.0%					0.0%	1	\$ 1,065
Vermont	25.0%	7/20/2009	Disapproved	0.0%					0.0%	2	\$ 4,278
Virginia	25.0%	9/10/2009	4/16/2010	25.0%	25.0%	11/15/2012	8/14/2013	13.5%	41.9%	52	\$ 106,957
Washington	25.0%	7/17/2009	2/8/2010	25.0%	25.0%	11/15/2012	4/12/2013	25.0%	56.3%	11	\$ 28,219
West Virginia	25.0%	8/5/2009	9/30/2009	25.0%	25.0%	11/29/2012	1/31/2013	25.0%	56.3%	2	\$ 7,393
Wisconsin	25.0%	6/23/2009	2/4/2010	10.0%	25.0%	11/29/2012	12/2/2012	10.0%	21.0%	91	\$ 181,515
Wyoming	25.0%	5/22/2009	6/1/2009	25.0%	25.0%	11/15/2012	2/14/2013	25.0%	56.3%	1	\$ 1,575
<b>Total</b>									27.9%	1,096	\$ 2,122,451

\* LR = policies issued prior to the effective date of rate stability in that state.

RS = policies issued on or after the effective date of rate stability in that state.

**Exhibit 3**  
**Allianz Life Insurance Company of North America**  
**Nationwide Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**No Requested Rate Increase**

<u>Year</u>	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
1993	\$5,007	\$0	0.0%
1994	\$333,782	\$0	0.0%
1995	\$1,368,262	\$90,762	6.6%
1996	\$3,298,738	\$58,879	1.8%
1997	\$6,904,648	\$983,058	14.2%
1998	\$13,039,770	\$1,234,231	9.5%
1999	\$20,939,749	\$2,768,926	13.2%
2000	\$33,321,212	\$2,894,568	8.7%
2001	\$49,462,784	\$3,486,428	7.0%
2002	\$65,980,177	\$4,726,688	7.2%
2003	\$70,112,454	\$6,993,731	10.0%
2004	\$68,789,681	\$13,420,959	19.5%
2005	\$67,535,843	\$17,031,427	25.2%
2006	\$66,414,480	\$18,097,649	27.2%
2007	\$65,321,090	\$16,650,642	25.5%
2008	\$64,290,197	\$26,783,178	41.7%
2009	\$63,122,996	\$31,262,386	49.5%
2010	\$64,941,255	\$47,153,673	72.6%
2011	\$70,370,349	\$44,811,312	63.7%
2012	\$72,518,023	\$62,929,460	86.8%
2013	\$70,962,560	\$69,653,571	98.2%
2014	\$76,232,701	\$86,188,127	113.1%
2015	\$79,917,263	\$102,860,157	128.7%
2016	\$77,586,349	\$110,987,122	143.0%
2017	\$75,263,100	\$126,396,475	167.9%
2018	\$72,974,175	\$134,430,230	184.2%
2019	\$70,803,543	\$164,185,025	231.9%
2020	\$66,019,215	\$177,024,219	268.1%
2021	\$63,014,453	\$201,268,667	319.4%
2022	\$59,336,653	\$219,275,122	369.5%
2023	\$55,606,901	\$237,100,374	426.4%
2024	\$51,839,163	\$255,196,723	492.3%
2025	\$48,066,812	\$271,670,760	565.2%
2026	\$44,309,088	\$286,747,840	647.2%
2027	\$40,596,409	\$299,479,756	737.7%
2028	\$36,949,775	\$310,540,564	840.4%
2029	\$33,406,439	\$318,038,284	952.0%
2030	\$29,986,731	\$322,670,229	1076.0%
2031	\$26,718,730	\$323,624,130	1211.2%
2032	\$23,619,389	\$321,964,783	1363.1%
2033	\$20,716,666	\$316,159,737	1526.1%
2034	\$18,020,092	\$307,548,306	1706.7%
2035	\$15,542,808	\$295,522,768	1901.3%
2036	\$13,286,561	\$281,377,013	2117.8%
2037	\$11,259,090	\$264,022,456	2345.0%
2038	\$9,453,502	\$244,970,318	2591.3%
2039	\$7,865,082	\$224,394,964	2853.1%
2040	\$6,481,007	\$203,546,153	3140.7%
2041	\$5,291,991	\$181,916,361	3437.6%
2042	\$4,280,010	\$160,825,121	3757.6%
2043	\$3,429,522	\$140,488,918	4096.5%
2044	\$2,721,672	\$121,687,234	4471.0%
2045	\$2,140,970	\$104,061,718	4860.5%
2046	\$1,669,014	\$88,138,025	5280.8%
2047	\$1,290,021	\$73,812,595	5721.8%
2048	\$988,279	\$61,319,751	6204.7%
2049	\$751,315	\$50,286,212	6693.1%
2050	\$566,716	\$40,869,307	7211.6%
2051	\$424,397	\$32,847,491	7739.8%
2052	\$315,470	\$26,203,241	8306.1%
2053	\$233,017	\$20,657,565	8865.2%
2054	\$170,980	\$16,172,238	9458.6%
2055	\$124,719	\$12,589,583	10094.4%
2056	\$90,421	\$9,783,616	10820.0%
2057	\$65,242	\$7,560,160	11587.9%
2058	\$46,822	\$5,828,881	12449.1%
2059	\$33,431	\$4,469,906	13370.6%
2060	\$23,739	\$3,411,568	14371.0%
2061	\$16,788	\$2,580,567	15371.3%
2062+	\$39,079	\$7,325,570	18745.6%

Summary of Experience at 4.5%

	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
Historical (YE2019)	\$2,216,003,402	\$1,401,217,418	63.2%
Projected Future (2020 +)	\$522,118,267	\$4,031,923,855	772.2%
Total Lifetime Anticipated	\$2,738,121,669	\$5,433,141,273	198.4%

**Exhibit 5**  
**Allianz Life Insurance Company of North America**  
**Nationwide Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**With Average 89% Rate Increase**

<u>Year</u>	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
1993	\$5,007	\$0	0.0%
1994	\$333,782	\$0	0.0%
1995	\$1,368,262	\$90,762	6.6%
1996	\$3,298,738	\$58,879	1.8%
1997	\$6,904,648	\$983,058	14.2%
1998	\$13,039,770	\$1,234,231	9.5%
1999	\$20,939,749	\$2,768,926	13.2%
2000	\$33,321,212	\$2,894,568	8.7%
2001	\$49,462,784	\$3,486,428	7.0%
2002	\$65,980,177	\$4,726,688	7.2%
2003	\$70,112,454	\$6,993,731	10.0%
2004	\$68,789,681	\$13,420,959	19.5%
2005	\$67,535,843	\$17,031,427	25.2%
2006	\$66,414,480	\$18,097,649	27.2%
2007	\$65,321,090	\$16,650,642	25.5%
2008	\$64,290,197	\$26,783,178	41.7%
2009	\$63,122,996	\$31,262,386	49.5%
2010	\$64,941,255	\$47,153,673	72.6%
2011	\$70,370,349	\$44,811,312	63.7%
2012	\$72,518,023	\$62,929,460	86.8%
2013	\$70,962,560	\$69,653,571	98.2%
2014	\$76,232,701	\$86,188,127	113.1%
2015	\$79,917,263	\$102,860,157	128.7%
2016	\$77,586,349	\$110,987,122	143.0%
2017	\$75,263,100	\$126,396,475	167.9%
2018	\$72,974,175	\$134,430,230	184.2%
2019	\$70,803,543	\$164,185,025	231.9%
2020	\$73,880,315	\$175,317,535	237.3%
2021	\$105,290,965	\$187,879,495	178.4%
2022	\$104,822,339	\$201,331,873	192.1%
2023	\$98,273,259	\$217,333,700	221.2%
2024	\$91,653,712	\$233,642,721	254.9%
2025	\$85,022,000	\$248,500,584	292.3%
2026	\$78,411,807	\$262,102,519	334.3%
2027	\$71,876,572	\$273,573,205	380.6%
2028	\$65,453,103	\$283,521,238	433.2%
2029	\$59,206,967	\$290,220,036	490.2%
2030	\$53,174,196	\$294,310,408	553.5%
2031	\$47,404,616	\$295,049,265	622.4%
2032	\$41,928,533	\$293,408,254	699.8%
2033	\$36,795,796	\$287,993,191	782.7%
2034	\$32,023,824	\$280,026,274	874.4%
2035	\$27,636,507	\$268,960,555	973.2%
2036	\$23,637,631	\$255,982,228	1082.9%
2037	\$20,041,465	\$240,106,863	1198.1%
2038	\$16,836,374	\$222,712,473	1322.8%
2039	\$14,014,556	\$203,956,726	1455.3%
2040	\$11,553,833	\$184,974,807	1601.0%
2041	\$9,438,262	\$165,307,075	1751.5%
2042	\$7,636,319	\$146,147,123	1913.8%
2043	\$6,120,834	\$127,682,085	2086.0%
2044	\$4,858,685	\$110,613,174	2276.6%
2045	\$3,822,662	\$94,606,879	2474.9%
2046	\$2,980,262	\$80,138,003	2689.0%
2047	\$2,303,539	\$67,113,709	2913.5%
2048	\$1,764,603	\$55,747,762	3159.2%
2049	\$1,341,282	\$45,707,044	3407.7%
2050	\$1,011,470	\$37,138,525	3671.7%
2051	\$757,194	\$29,843,441	3941.3%
2052	\$562,591	\$23,806,410	4231.6%
2053	\$415,312	\$18,772,549	4520.1%
2054	\$304,530	\$14,704,493	4828.6%
2055	\$221,956	\$11,455,082	5161.0%
2056	\$160,773	\$8,908,314	5540.9%
2057	\$115,886	\$6,887,774	5943.6%
2058	\$83,075	\$5,312,597	6395.0%
2059	\$59,243	\$4,074,773	6878.1%
2060	\$42,009	\$3,110,282	7403.8%
2061	\$29,660	\$2,352,807	7932.5%
2062+	\$68,425	\$6,704,139	9797.9%

Summary of Experience at 4.5%

	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
Historical (YE2019)	\$2,216,003,402	\$1,401,217,418	63.2%
Projected Future (2020 +)	\$876,668,388	\$3,695,765,104	421.6%
Total Lifetime Anticipated	\$3,092,671,791	\$5,096,982,522	164.8%

**Exhibit 4**  
**Allianz Life Insurance Company of North America**  
**Pennsylvania Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**No Requested Rate Increase**

<u>Year</u>	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
1994	\$757	\$0	0.0%
1995	\$29,529	\$0	0.0%
1996	\$116,740	\$0	0.0%
1997	\$348,489	\$8,646	2.5%
1998	\$652,382	\$16,758	2.6%
1999	\$934,053	\$28,061	3.0%
2000	\$1,324,945	\$2,833	0.2%
2001	\$1,922,038	\$284,509	14.8%
2002	\$2,822,569	\$35,544	1.3%
2003	\$3,317,119	\$713,549	21.5%
2004	\$3,239,173	\$1,140,585	35.2%
2005	\$3,177,578	\$976,862	30.7%
2006	\$3,125,069	\$81,035	2.6%
2007	\$3,074,007	\$178,890	5.8%
2008	\$3,032,754	\$715,892	23.6%
2009	\$2,976,678	\$1,953,423	65.6%
2010	\$3,037,019	\$2,032,531	66.9%
2011	\$3,277,694	\$1,616,315	49.3%
2012	\$3,380,374	\$4,217,621	124.8%
2013	\$3,296,999	\$1,620,621	49.2%
2014	\$3,514,900	\$3,410,190	97.0%
2015	\$3,646,592	\$2,155,335	59.1%
2016	\$3,529,147	\$4,492,100	127.3%
2017	\$3,466,380	\$3,440,590	99.3%
2018	\$3,359,410	\$3,627,461	108.0%
2019	\$3,271,661	\$7,492,319	229.0%
2020	\$3,043,859	\$7,411,046	243.5%
2021	\$2,917,911	\$8,489,134	290.9%
2022	\$2,761,511	\$9,308,178	337.1%
2023	\$2,601,796	\$10,138,879	389.7%
2024	\$2,439,399	\$10,989,684	450.5%
2025	\$2,275,760	\$11,781,383	517.7%
2026	\$2,111,691	\$12,537,836	593.7%
2027	\$1,948,508	\$13,211,678	678.0%
2028	\$1,787,036	\$13,824,163	773.6%
2029	\$1,628,837	\$14,296,602	877.7%
2030	\$1,474,910	\$14,655,189	993.6%
2031	\$1,326,477	\$14,865,103	1120.6%
2032	\$1,184,280	\$14,956,205	1262.9%
2033	\$1,049,727	\$14,862,176	1415.8%
2034	\$923,322	\$14,641,296	1585.7%
2035	\$805,766	\$14,251,764	1768.7%
2036	\$697,305	\$13,757,539	1973.0%
2037	\$598,480	\$13,095,070	2188.1%
2038	\$509,158	\$12,335,526	2422.7%
2039	\$429,376	\$11,489,203	2675.8%
2040	\$358,743	\$10,603,476	2955.7%
2041	\$297,050	\$9,647,297	3247.7%
2042	\$243,650	\$8,681,023	3562.9%
2043	\$198,010	\$7,712,258	3894.9%
2044	\$159,357	\$6,796,117	4264.7%
2045	\$127,107	\$5,912,920	4651.9%
2046	\$100,455	\$5,089,608	5066.5%
2047	\$78,707	\$4,326,762	5497.3%
2048	\$61,109	\$3,647,449	5968.7%
2049	\$47,078	\$3,034,087	6444.8%
2050	\$35,971	\$2,497,258	6942.4%
2051	\$27,278	\$2,030,609	7444.1%
2052	\$20,532	\$1,635,266	7964.3%
2053	\$15,355	\$1,299,476	8463.1%
2054	\$11,401	\$1,020,834	8953.7%
2055	\$8,416	\$794,934	9445.6%
2056	\$6,171	\$613,962	9949.2%
2057	\$4,504	\$471,037	10458.6%
2058	\$3,272	\$359,866	10999.1%
2059	\$2,365	\$273,034	11545.1%
2060	\$1,698	\$205,428	12101.4%
2061	\$1,212	\$153,344	12655.8%
2062	\$857	\$112,832	13165.8%
2063+	\$1,835	\$282,266	15378.4%

Summary of Experience at 4.5%

	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
Historical (YE2019)	\$101,244,452	\$52,237,279	51.6%
Projected Future (2020 +)	\$25,032,234	\$187,006,080	747.1%
Total Lifetime Anticipated	\$126,276,687	\$239,243,359	189.5%

**Exhibit 6**  
**Allianz Life Insurance Company of North America**  
**Pennsylvania Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**With Average 89% Rate Increase**

<u>Year</u>	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
1994	\$757	\$0	0.0%
1995	\$29,529	\$0	0.0%
1996	\$116,740	\$0	0.0%
1997	\$348,489	\$8,646	2.5%
1998	\$652,382	\$16,758	2.6%
1999	\$934,053	\$28,061	3.0%
2000	\$1,324,945	\$2,833	0.2%
2001	\$1,922,038	\$284,509	14.8%
2002	\$2,822,569	\$35,544	1.3%
2003	\$3,317,119	\$713,549	21.5%
2004	\$3,239,173	\$1,140,585	35.2%
2005	\$3,177,578	\$976,862	30.7%
2006	\$3,125,069	\$81,035	2.6%
2007	\$3,074,007	\$178,890	5.8%
2008	\$3,032,754	\$715,892	23.6%
2009	\$2,976,678	\$1,953,423	65.6%
2010	\$3,037,019	\$2,032,531	66.9%
2011	\$3,277,694	\$1,616,315	49.3%
2012	\$3,380,374	\$4,217,621	124.8%
2013	\$3,296,999	\$1,620,621	49.2%
2014	\$3,514,900	\$3,410,190	97.0%
2015	\$3,646,592	\$2,155,335	59.1%
2016	\$3,529,147	\$4,492,100	127.3%
2017	\$3,466,380	\$3,440,590	99.3%
2018	\$3,359,410	\$3,627,461	108.0%
2019	\$3,271,661	\$7,492,319	229.0%
2020	\$3,542,863	\$7,338,484	207.1%
2021	\$4,903,329	\$7,933,523	161.8%
2022	\$4,859,636	\$8,573,112	176.4%
2023	\$4,581,264	\$9,324,903	203.5%
2024	\$4,297,998	\$10,096,722	234.9%
2025	\$4,012,325	\$10,814,457	269.5%
2026	\$3,725,635	\$11,499,767	308.7%
2027	\$3,440,209	\$12,109,359	352.0%
2028	\$3,157,480	\$12,662,764	401.0%
2029	\$2,880,172	\$13,087,929	454.4%
2030	\$2,610,052	\$13,408,560	513.7%
2031	\$2,349,266	\$13,592,850	578.6%
2032	\$2,099,144	\$13,669,472	651.2%
2033	\$1,862,176	\$13,577,181	729.1%
2034	\$1,639,291	\$13,368,985	815.5%
2035	\$1,431,757	\$13,007,216	908.5%
2036	\$1,240,051	\$12,550,589	1012.1%
2037	\$1,065,171	\$11,941,842	1121.1%
2038	\$906,923	\$11,246,036	1240.0%
2039	\$765,407	\$10,471,942	1368.2%
2040	\$639,975	\$9,663,143	1509.9%
2041	\$530,297	\$8,791,412	1657.8%
2042	\$435,259	\$7,911,751	1817.7%
2043	\$353,945	\$7,030,552	1986.3%
2044	\$285,009	\$6,197,618	2174.5%
2045	\$227,441	\$5,394,618	2371.9%
2046	\$179,827	\$4,645,823	2583.5%
2047	\$140,942	\$3,951,816	2803.9%
2048	\$109,458	\$3,333,385	3045.4%
2049	\$84,339	\$2,774,750	3290.0%
2050	\$64,444	\$2,285,917	3547.1%
2051	\$48,865	\$1,860,859	3808.2%
2052	\$36,772	\$1,500,894	4081.6%
2053	\$27,488	\$1,195,244	4348.3%
2054	\$20,399	\$941,585	4615.9%
2055	\$15,046	\$735,649	4889.2%
2056	\$11,023	\$570,307	5173.7%
2057	\$8,036	\$439,199	5465.0%
2058	\$5,831	\$336,841	5776.9%
2059	\$4,209	\$256,596	6096.6%
2060	\$3,016	\$193,866	6427.3%
2061	\$2,149	\$145,333	6762.8%
2062	\$1,517	\$107,445	7083.3%
2063+	\$3,224	\$273,296	8475.9%

Summary of Experience at 4.5%

	<u>Earned Premium</u>	<u>Incurred Claims</u>	<u>Loss Ratio</u>
Historical (YE2019)	\$101,244,452	\$52,237,279	51.6%
Projected Future (2020 +)	\$42,193,432	\$171,829,372	407.2%
Total Lifetime Anticipated	\$143,437,884	\$224,066,651	156.2%

**Exhibit 7**  
**58/85 Calculations**  
**Allianz Life Insurance of North America**  
**Nationwide Experience**  
**Policy Form Series : FSL, LTC, SSR**

a)	The accumulated value of the initial earned premium is	1,994
	58% of this value:	1,156
b)	The accumulated value of prior premium rate schedule increases is	222
	85% of this value:	189
c)	The present value of future projected initial earned premiums is	352
	58% of this value:	204
d)	The present value of future projected earned premium from prior premium rate schedule increases is	170
	PV of future projected EP from 89% increase:	355
	Combined:	524
	85% of this value:	446
e)	The accumulated value of past incurred claims is	1,401
	The present value of future projected incurred claims* is	4,065
	sum of these 2 values:	5,467
f)	<b>The sum of a,b,c and d is</b>	1,995
	<b>This amount is less than e)</b>	5,467

\*Projected incurred claims contain a 10% margin for moderately adverse experience.



# Allianz Life Insurance Company of North America

**Home Office:**  
**5701 Golden Hills Drive**  
**Minneapolis, MN 55416-1297**

## Supplement to the Actuarial Memorandum

<u>Product Name</u>	<u>Form series (including associated riders)</u>
Future Select (FSL)	N-3000-P-PA(Q), N-3000-P-PA(NQ), N-3001-P-PA(Q), N-3001-P-PA(NQ)
Allianz LTC (LTC)	N-2350-P-PA, N-2350-P-1-PA
Secure Senior (SSR)	N-2720-P-PA, N-2720-P-PA(Q), N-2721-P-PA, N-2721-P-PA(Q)

### 1. PURPOSE OF FILING

This supplement has been prepared for the purpose of demonstrating that the requested rate increase is in compliance with Title 40 Section 3801.303(c), Reg. 89.83 of the Insurance Regulations for the state of Pennsylvania, and to provide items generally requested by the Department. It may not be appropriate for other purposes.

### 2. DEMONSTRATION OF COMPLIANCE WITH TITLE 40 SECTION 3801.303(c)

We believe that we comply with this subsection of the regulation by submitting these rates before they are being used.

### 3. DEMONSTRATION OF COMPLIANCE WITH REG. 89.83

*89.83 (a):* This subsection requires no action.

*89.83 (b):* This subsection is not applicable as this filing is not for rates for a new policy form.

*89.83 (c): Revision of Current Rates*

*(1):* For policies issued prior to September 16, 2002, the effective date of rate stability in Pennsylvania, the minimum loss ratio requirement is 60%, as specified in Reg. 89a.117.(b). For policies issued on or after September 16, 2002, the loss ratio requirements are specified in Reg. 89a.118.(c)(2), (i.e. the 58%/85% test). Demonstration of satisfaction of these requirements is discussed in Section 16 of the actuarial memorandum.

As of December 31, 2019, 109 of the 1,078 policies that are in force and subject to the requested rate increase in Pennsylvania were issued on or after September 16, 2002 (approximately 10%). However, because the Company manages this block of business as a whole, this rate increase filing complies with both sets of requirements for all of the policies, regardless of issue date.

(2): Section 6 of the actuarial memorandum provides a description of benefits. Copies of the affected policy forms may be provided upon request.

(2)(i): The primary reason why these forms are in need of a premium rate increase is due to past and projected future experience that continues to be more adverse than previously expected and originally priced for.

The company is requesting a premium rate increase that varies by benefit period, as shown in Section 1 of the actuarial memorandum. The request is meant to find a balance between the poor performance of the business and the impact of rate increases on our policyholders. Section 4 of and Exhibit 1 of the actuarial memorandum provide the rate increase history in Pennsylvania for all policy form series in this filing.

The current rate schedules along with the proposed rate schedules are enclosed with this filing. Rate schedules for a policy form are split for policies issued prior to rate stability and policies issued after rate stability, if applicable (i.e. rate increase history differed). Please note that the actual rates implemented may vary slightly from those shown due to rounding algorithms.

Exhibits 3 and 5 of the actuarial memorandum provide nationwide earned premium and incurred claim actual and projected experience using best estimate assumptions, as described in Section 15 of the actuarial memorandum, before and after the requested rate increase, respectively.

Attachment 1 to this supplement provides nationwide earned premium and paid claim experience using best estimate assumptions, before the requested rate increase. Please note that historical written premium is not readily available. As a result, premiums in Attachment 1 are reflected on an earned basis rather than written. The interest rate used in Exhibit 3 and 5 and Attachment 1 to accumulate and discount values is 4.5%, as described in Section 15 of the actuarial memorandum.

Exhibits 4 and 6 of the actuarial memorandum and Attachment 2 to this supplement provide similar information to Exhibit 3 and 5 of the actuarial memorandum and Attachment 1 to this supplement, respectively, except provide Pennsylvania-specific experience.

(2)(ii)(A): Section 4 and Exhibit I of the actuarial memorandum provide the rate increase history in Pennsylvania for all policy form series in this filing.

(2)(ii)(B): Tables 1 through 3 show the commission scales for lifetime pay policies for each policy form series.

**Table 1**  
**Policy Form Series FSL**  
**Commission Scales by Duration, Issue Age, and Issue Year**

Issue Age	Issue Year			
	Prior to 2001		2001 or After	
	Duration 1	Duration 2+	Duration 1	Duration 2+
< 45	114%	15%	102.6%	15%
45-49	108%	15%	97.2%	15%
50-54	102%	15%	91.8%	15%
55-59	96%	15%	86.4%	15%
60-64	90%	15%	81.0%	15%
65-69	78%	15%	70.2%	15%
70-74	72%	15%	64.8%	15%
75-79	66%	15%	59.4%	15%
80+	60%	15%	54%	15%

**Table 2**  
**Policy Form Series LTC**  
**Commission Scales by Duration, Issue Age, and Benefit Period**

Issue Age	Duration 1	Durations 2-10		Duration 11+
		Non-LT BP	Lifetime BP	
< 65	70%	10.5%	12.5%	0%
65-69	65%	8.5%	10.5%	0%
70-74	60%	6.25%	8.5%	0%
75+	55%	4.25%	6.25%	0%

**Table 3**  
**Policy Form Series SSR**  
**Commission Scales by Duration and Issue Age**

Issue Age	Duration 1	Duration 2+
< 45	95%	15%
45-49	90%	15%
50-54	85%	15%
55-59	80%	15%
60-64	75%	15%
65-69	65%	15%
70-74	60%	15%
75-79	55%	15%
80+	50%	15%

The company adjusts renewal commission rates so that total commissions paid before and after any increase in premium are similar (i.e., commissions are not paid on the increased premium).

(2)(ii)(C)(I): Premiums earned since inception for nationwide experience can be found in Exhibits 3 and 5 of the actuarial memorandum, before and after the requested rate increase, respectively. Exhibits 4 and 6 of the actuarial memorandum provide similar information to Exhibits 3 and 5, respectively, but reflect Pennsylvania-specific experience.

Attachments 1 and 2 to this supplement provide reserve balances and the calculation basis for nationwide and Pennsylvania-specific experience, respectively.

(2)(ii)(C)(II): Attachments 1 and 2 to this supplement provide a breakdown of historical incurred claims and active life reserve balance, including a description of the calculation basis, for nationwide and Pennsylvania-specific experience, respectively.

Attachment 3 to this supplement provides nationwide actual experience on a durational basis using best estimate assumptions. Included are policy year earned premiums, incurred claims, durational loss ratios, and cumulative loss ratios with interest.

Values in Attachment 3 are shown both before and after the requested rate increase. The earned premiums have been restated to reflect the rate level approved in Pennsylvania on a nationwide basis. Similar to Exhibits 3 through 6 and Attachments 1 and 2, the values used to calculate the cumulative loss ratios are accumulated and discounted at 4.5%.

Attachment 4 to this supplement provides similar information to Attachment 3, except for Pennsylvania-specific experience.

(2)(ii)(D): We believe that we have provided information sufficient to support the rate increase requested in this filing.

(2)(iii): The claim reserves as of December 31, 2019 shown in this filing is in agreement with the statutory reserves as of December 31, 2019 shown in the annual statement for the policy forms included in this filing.

89.83 (d): We believe the proposed rate tables provided with this filing comply with this subsection.

#### **4. DEMONSTRATION OF COMPLIANCE WITH GENERALLY REQUESTED INFORMATION**

##### **EXPERIENCE RESTATED TO CURRENT PENNSYLVANIA RATE LEVEL FROM INCEPTION**

Attachment 5 to this supplement provides historical and projected experience on a nationwide basis with premiums restated to assume that the current Pennsylvania rate level had been charged since inception.

## **PROSPECTIVE PRESENT VALUE ANALYSIS**

The Prospective Present Value Method (PPV Method) allows for an increase based on the deterioration in the projected experience for the active premium paying policyholders, along with “catch-up” and “transitional” rate increase provisions. The catch-up provision is included if part or all of a past rate increase was denied or significantly delayed. The transition provision allows for rate increases where prior rate increase requests were voluntarily reduced from the amount justified.

Provided below is the PPV analysis for the justified rate increase due to deterioration, consistent with the description above. The catch-up and transition provisions of the PVV Method are not included in this analysis as the justified rate increase due to deterioration exceeds the average requested rate increase of 89%. If the Department plans to limit rate increase approvals in the future based on the PPV Method, the Company will consider the catch-up and transition provisions at the time.

Attachment 6 provides the Present Value of Future Benefits (PVFB) and Present Value of Future Premiums (PVFP) based on Pennsylvania-specific experience under both current assumptions and assumptions from the prior rate filing. All values are discounted using a 4.5% interest rate, which is both the current and original pricing interest rate assumption. Only active policyholders currently paying premium have been included.

Also included in Attachment 6 is the calculation for determining a justified rate increase from deterioration. The above listed policy forms were issued both prior to and after rate stabilization, however we are treating all policies as rate-stabilized because it is a more restrictive analysis. The justified rate increase from deterioration is 200.3%, which is greater than the average 89% current request.

Please note that a projection model reflecting premium-paying policies using assumptions from the prior approved rate filing is unavailable. To estimate this projection, we used calendar year pricing projections from the prior filing for all policyholders. These all-policies projections were “trued up” to reflect the active, premium-paying inforce population in 2019 and projected using persistency and loss ratios from the prior filing.

## **5. DESCRIPTION OF ATTACHMENTS AND ENCLOSURES**

Attachment 1: Nationwide Earned Premium, Claims and Reserves Balance  
Attachment 2: Pennsylvania Earned Premium, Claims and Reserves Balance  
Attachment 3: Nationwide Actual and Projected Experience by Policy Year  
Attachment 4: Pennsylvania Actual and Projected Experience by Policy Year  
Attachment 5: Nationwide Experience Restated to the Pennsylvania Rate Level from Inception  
Attachment 6: Justified Rate Increase from Deterioration Under PPV Analysis

Enclosure: Exhibits and Attachments in Excel

**Attachment 1**  
**Allianz Life Insurance Company of North America**  
**Nationwide Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**

<u>Incurral</u> <u>Year</u>	<u>Earned</u> <u>Premium</u>	<u>Incurred</u> <u>Claims</u>	<u>Paid</u> <u>Claims</u>	<u>Disabled</u> <u>Life Reserve</u>	<u>IBNR</u> <u>Reserve</u>	<u>Total</u> <u>Claim Reserve</u>	<u>Year-End Active</u> <u>Life Reserve</u>	<u>Incurred</u> <u>Loss Ratio</u>
1993	\$5,007	\$0	\$0	\$0	\$0	\$0		0%
1994	\$333,782	\$0	\$0	\$0	\$0	\$0		0%
1995	\$1,368,262	\$90,762	\$90,762	\$0	\$0	\$0		7%
1996	\$3,298,738	\$58,879	\$58,879	\$0	\$0	\$0		2%
1997	\$6,904,648	\$983,058	\$983,058	\$0	\$0	\$0		14%
1998	\$13,039,770	\$1,234,231	\$1,234,231	\$0	\$0	\$0		9%
1999	\$20,939,749	\$2,768,926	\$2,764,362	\$4,492	\$72	\$4,564		13%
2000	\$33,321,212	\$2,894,568	\$2,893,239	\$1,296	\$32	\$1,329		9%
2001	\$49,462,784	\$3,486,428	\$3,483,227	\$3,155	\$45	\$3,200		7%
2002	\$65,980,177	\$4,726,688	\$4,409,545	\$317,143	\$0	\$317,143		7%
2003	\$70,112,454	\$6,993,731	\$6,993,731	\$0	\$0	\$0		10%
2004	\$68,789,681	\$13,420,959	\$12,466,145	\$952,444	\$2,369	\$954,813		20%
2005	\$67,535,843	\$17,031,427	\$16,512,987	\$518,178	\$262	\$518,440		25%
2006	\$66,414,480	\$18,097,649	\$18,066,905	\$30,034	\$709	\$30,743		27%
2007	\$65,321,090	\$16,650,642	\$16,354,233	\$296,019	\$390	\$296,408		25%
2008	\$64,290,197	\$26,783,178	\$25,348,809	\$1,425,984	\$8,385	\$1,434,369		42%
2009	\$63,122,996	\$31,262,386	\$29,887,512	\$1,363,572	\$11,302	\$1,374,873		50%
2010	\$64,941,255	\$47,153,673	\$43,246,360	\$3,880,499	\$26,815	\$3,907,314		73%
2011	\$70,370,349	\$44,811,312	\$41,453,632	\$3,319,247	\$38,433	\$3,357,680		64%
2012	\$72,518,023	\$62,929,460	\$56,195,702	\$6,630,932	\$102,827	\$6,733,759		87%
2013	\$70,962,560	\$69,653,571	\$59,850,589	\$9,661,498	\$141,483	\$9,802,982		98%
2014	\$76,232,701	\$86,188,127	\$70,618,634	\$15,337,103	\$232,390	\$15,569,493		113%
2015	\$79,917,263	\$102,860,157	\$78,429,635	\$24,114,743	\$315,779	\$24,430,521		129%
2016	\$77,586,349	\$110,987,122	\$75,241,747	\$35,368,320	\$377,055	\$35,745,375		143%
2017	\$75,263,100	\$126,396,475	\$63,109,992	\$62,493,179	\$793,304	\$63,286,484		168%
2018	\$72,974,175	\$134,430,230	\$40,364,415	\$92,023,063	\$2,042,753	\$94,065,816		184%
2019	\$70,803,543	\$164,185,025	\$10,101,591	\$133,537,258	\$20,546,176	\$154,083,434	\$2,568,041,810	232%

**Attachment 2**  
**Allianz Life Insurance Company of North America**  
**Pennsylvania-specific Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**

<u>Incurral</u> <u>Year</u>	<u>Earned</u> <u>Premium</u>	<u>Incurred</u> <u>Claims</u>	<u>Paid</u> <u>Claims</u>	<u>Disabled</u> <u>Life Reserve</u>	<u>IBNR</u> <u>Reserve</u>	<u>Total</u> <u>Claim Reserve</u>	<u>Year-End Active</u> <u>Life Reserve</u>	<u>Incurred</u> <u>Loss Ratio</u>
1993	\$0	\$0	\$0	\$0	\$0	\$0		0%
1994	\$757	\$0	\$0	\$0	\$0	\$0		0%
1995	\$29,529	\$0	\$0	\$0	\$0	\$0		0%
1996	\$116,740	\$0	\$0	\$0	\$0	\$0		0%
1997	\$348,489	\$8,646	\$8,646	\$0	\$0	\$0		2%
1998	\$652,382	\$16,758	\$16,758	\$0	\$0	\$0		3%
1999	\$934,053	\$28,061	\$28,061	\$0	\$0	\$0		3%
2000	\$1,324,945	\$2,833	\$2,833	\$0	\$0	\$0		0%
2001	\$1,922,038	\$284,509	\$284,509	\$0	\$0	\$0		15%
2002	\$2,822,569	\$35,544	\$35,544	\$0	\$0	\$0		1%
2003	\$3,317,119	\$713,549	\$713,549	\$0	\$0	\$0		22%
2004	\$3,239,173	\$1,140,585	\$1,140,585	\$0	\$0	\$0		35%
2005	\$3,177,578	\$976,862	\$970,056	\$6,671	\$136	\$6,806		31%
2006	\$3,125,069	\$81,035	\$81,035	\$0	\$0	\$0		3%
2007	\$3,074,007	\$178,890	\$178,890	\$0	\$0	\$0		6%
2008	\$3,032,754	\$715,892	\$715,892	\$0	\$0	\$0		24%
2009	\$2,976,678	\$1,953,423	\$1,953,400	\$24	\$0	\$24		66%
2010	\$3,037,019	\$2,032,531	\$2,032,531	\$0	\$0	\$0		67%
2011	\$3,277,694	\$1,616,315	\$1,267,620	\$348,695	\$0	\$348,695		49%
2012	\$3,380,374	\$4,217,621	\$3,636,247	\$576,441	\$4,933	\$581,374		125%
2013	\$3,296,999	\$1,620,621	\$1,620,621	\$0	\$0	\$0		49%
2014	\$3,514,900	\$3,410,190	\$2,511,482	\$884,156	\$14,552	\$898,708		97%
2015	\$3,646,592	\$2,155,335	\$1,732,996	\$415,252	\$7,086	\$422,339		59%
2016	\$3,529,147	\$4,492,100	\$2,614,207	\$1,860,551	\$17,342	\$1,877,893		127%
2017	\$3,466,380	\$3,440,590	\$2,221,640	\$1,212,918	\$6,032	\$1,218,950		99%
2018	\$3,359,410	\$3,627,461	\$770,359	\$2,783,603	\$73,500	\$2,857,103		108%
2019	\$3,271,661	\$7,492,319	\$407,228	\$6,221,002	\$864,089	\$7,085,091	\$71,501,868	229%

Attachment 3  
Allianz Life Insurance Company of North America  
Nationwide Actual Experience by Duration  
Policy Form Series : FSL, LTC, SSR  
As of 12/31/2019  
No Requested Rate Increase

	Duration	Actual Experience			Cumulative Loss Ratio with 4.5% Interest
		Earned Premium	Incurred Claims	Incurred Loss Ratio	
Historical Experience	1	\$77,753,331	\$1,810,602	2.3%	2.3%
	2	\$73,800,396	\$3,733,703	5.1%	3.6%
	3	\$71,357,452	\$4,394,259	6.2%	4.4%
	4	\$69,584,783	\$10,490,132	15.1%	6.8%
	5	\$68,223,622	\$11,976,288	17.6%	8.6%
	6	\$67,057,452	\$10,485,994	15.6%	9.6%
	7	\$65,962,973	\$16,684,697	25.3%	11.4%
	8	\$64,863,355	\$14,046,220	21.7%	12.4%
	9	\$64,759,774	\$30,788,825	47.5%	15.5%
	10	\$66,509,450	\$33,241,807	50.0%	18.1%
	11	\$68,603,378	\$47,490,872	69.2%	21.8%
	12	\$69,890,815	\$45,378,885	64.9%	24.6%
	13	\$72,510,408	\$61,764,337	85.2%	28.3%
	14	\$75,236,228	\$78,619,068	104.5%	32.6%
	15	\$76,533,034	\$87,938,226	114.9%	36.9%
	16	\$76,343,693	\$96,034,769	125.8%	41.2%
	17	\$75,350,709	\$118,429,560	157.2%	46.2%
	18	\$68,199,274	\$130,917,156	192.0%	51.4%
	19	\$48,914,478	\$105,539,741	215.8%	55.4%
	20	\$32,458,516	\$70,010,902	215.7%	57.8%
	21	\$19,338,824	\$54,084,847	279.7%	59.7%
	22	\$10,793,846	\$32,811,957	304.0%	60.8%
	23	\$4,967,353	\$16,834,646	338.9%	61.3%
	24	\$1,971,513	\$9,279,206	470.7%	61.6%
	25	\$657,777	\$2,770,018	421.1%	61.7%
	26	\$167,459	\$521,946	311.7%	61.7%
	27	\$296	\$0	0.0%	61.7%
	Total Lifetime Anticipated	#####	#####	78.8%	61.7%

Attachment 3  
Allianz Life Insurance Company of North America  
Nationwide Actual Experience by Duration  
Policy Form Series : FSL, LTC, SSR  
As of 12/31/2019  
With Average 89% Rate Increase

	Duration	Actual Experience			Cumulative Loss Ratio with 4.5% Interest
		Earned Premium	Incurred Claims	Incurred Loss Ratio	
Historical Experience	1	\$77,753,331	\$1,810,602	2.3%	2.3%
	2	\$73,800,396	\$3,733,703	5.1%	3.6%
	3	\$71,357,452	\$4,394,259	6.2%	4.4%
	4	\$69,584,783	\$10,490,132	15.1%	6.8%
	5	\$68,223,622	\$11,976,288	17.6%	8.6%
	6	\$67,057,452	\$10,485,994	15.6%	9.6%
	7	\$65,962,973	\$16,684,697	25.3%	11.4%
	8	\$64,863,355	\$14,046,220	21.7%	12.4%
	9	\$64,759,774	\$30,788,825	47.5%	15.5%
	10	\$66,509,450	\$33,241,807	50.0%	18.1%
	11	\$68,603,378	\$47,490,872	69.2%	21.8%
	12	\$69,890,815	\$45,378,885	64.9%	24.6%
	13	\$72,510,408	\$61,764,337	85.2%	28.3%
	14	\$75,236,228	\$78,619,068	104.5%	32.6%
	15	\$76,533,034	\$87,938,226	114.9%	36.9%
	16	\$76,343,693	\$96,034,769	125.8%	41.2%
	17	\$75,350,709	\$118,429,560	157.2%	46.2%
	18	\$68,199,274	\$130,917,156	192.0%	51.4%
	19	\$48,914,478	\$105,539,741	215.8%	55.4%
	20	\$32,458,516	\$70,010,902	215.7%	57.8%
	21	\$19,338,824	\$54,084,847	279.7%	59.7%
	22	\$10,793,846	\$32,811,957	304.0%	60.8%
	23	\$4,967,353	\$16,834,646	338.9%	61.3%
	24	\$1,971,513	\$9,279,206	470.7%	61.6%
	25	\$657,777	\$2,770,018	421.1%	61.7%
	26	\$167,459	\$521,946	311.7%	61.7%
	27	\$296	\$0	0.0%	61.7%
	Total Lifetime Anticipated	#####	#####	78.8%	61.7%



**Attachment 4**  
**Allianz Life Insurance Company of North America**  
**Pennsylvania Actual Experience by Duration**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**No Requested Rate Increase**

	Duration	Actual Experience			Cumulative Loss Ratio with 4.5% Interest
		Earned Premium	Incurred Claims	Incurred Loss Ratio	
Historical Experience	1	\$3,565,415	\$6,559	0.2%	0.2%
	2	\$3,413,389	\$31,070	0.9%	0.5%
	3	\$3,317,758	\$125,248	3.8%	1.5%
	4	\$3,250,128	\$506,659	15.6%	4.7%
	5	\$3,195,811	\$177,635	5.6%	4.8%
	6	\$3,149,448	\$1,109,858	35.2%	9.1%
	7	\$3,110,399	\$278,710	9.0%	9.1%
	8	\$3,033,239	\$1,781,738	58.7%	14.0%
	9	\$3,045,098	\$1,261,243	41.4%	16.4%
	10	\$3,129,423	\$328,078	10.5%	15.9%
	11	\$3,211,126	\$5,472,270	170.4%	27.0%
	12	\$3,241,299	\$1,285,233	39.7%	27.8%
	13	\$3,406,450	\$1,521,503	44.7%	28.8%
	14	\$3,494,291	\$1,401,603	40.1%	29.5%
	15	\$3,525,391	\$3,277,375	93.0%	32.8%
	16	\$3,522,170	\$2,826,201	80.2%	35.0%
	17	\$3,464,764	\$5,336,504	154.0%	40.1%
	18	\$2,845,879	\$3,009,868	105.8%	42.2%
	19	\$1,908,513	\$1,045,064	54.8%	42.5%
	20	\$1,286,025	\$2,595,172	201.8%	44.5%
	21	\$868,413	\$2,669,635	307.4%	46.7%
	22	\$550,619	\$2,938,077	533.6%	49.1%
	23	\$253,622	\$1,054,469	415.8%	49.9%
	24	\$70,493	\$201,899	286.4%	50.1%
	25	\$13,791	\$0	0.0%	50.1%
	26	\$1,101	\$0	0.0%	50.1%
	27	\$0	\$0	0.0%	50.1%
	Total Lifetime Anticipated	\$63,874,056	\$40,241,671	63.0%	50.1%

**Attachment 4**  
**Allianz Life Insurance Company of North America**  
**Pennsylvania Actual Experience by Duration**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**With Average 89% Rate Increase**

	Duration	Actual Experience			Cumulative Loss Ratio with 4.5% Interest
		Earned Premium	Incurred Claims	Incurred Loss Ratio	
Historical Experience	1	\$3,565,415	\$6,559	0.2%	0.2%
	2	\$3,413,389	\$31,070	0.9%	0.5%
	3	\$3,317,758	\$125,248	3.8%	1.5%
	4	\$3,250,128	\$506,659	15.6%	4.7%
	5	\$3,195,811	\$177,635	5.6%	4.8%
	6	\$3,149,448	\$1,109,858	35.2%	9.1%
	7	\$3,110,399	\$278,710	9.0%	9.1%
	8	\$3,033,239	\$1,781,738	58.7%	14.0%
	9	\$3,045,098	\$1,261,243	41.4%	16.4%
	10	\$3,129,423	\$328,078	10.5%	15.9%
	11	\$3,211,126	\$5,472,270	170.4%	27.0%
	12	\$3,241,299	\$1,285,233	39.7%	27.8%
	13	\$3,406,450	\$1,521,503	44.7%	28.8%
	14	\$3,494,291	\$1,401,603	40.1%	29.5%
	15	\$3,525,391	\$3,277,375	93.0%	32.8%
	16	\$3,522,170	\$2,826,201	80.2%	35.0%
	17	\$3,464,764	\$5,336,504	154.0%	40.1%
	18	\$2,845,879	\$3,009,868	105.8%	42.2%
	19	\$1,908,513	\$1,045,064	54.8%	42.5%
	20	\$1,286,025	\$2,595,172	201.8%	44.5%
	21	\$868,413	\$2,669,635	307.4%	46.7%
	22	\$550,619	\$2,938,077	533.6%	49.1%
	23	\$253,622	\$1,054,469	415.8%	49.9%
	24	\$70,493	\$201,899	286.4%	50.1%
	25	\$13,791	\$0	0.0%	50.1%
	26	\$1,101	\$0	0.0%	50.1%
	27	\$0	\$0	0.0%	50.1%
	Total Lifetime Anticipated	\$63,874,056	\$40,241,671	63.0%	50.1%

**Attachment 5**  
**Allianz Life Insurance Company of North America**  
**Nationwide Experience**  
**Policy Form Series : FSL, LTC, SSR**  
**As of 12/31/2019**  
**Premiums Restated to Current Pennsylvania Rate Level from Inception**

	Year	Earned Premium	Incurred Claims	Loss Ratio
Historical Experience	1993	\$7,178	\$0	0.0%
	1994	\$414,104	\$0	0.0%
	1995	\$1,722,403	\$90,762	5.3%
	1996	\$4,299,591	\$58,879	1.4%
	1997	\$9,316,178	\$983,058	10.6%
	1998	\$18,044,667	\$1,234,231	6.8%
	1999	\$29,526,238	\$2,768,926	9.4%
	2000	\$47,521,963	\$2,894,568	6.1%
	2001	\$70,981,216	\$3,486,428	4.9%
	2002	\$95,591,697	\$4,726,688	4.9%
	2003	\$102,485,018	\$6,993,731	6.8%
	2004	\$101,264,242	\$13,420,959	13.3%
	2005	\$100,011,751	\$17,031,427	17.0%
	2006	\$98,891,994	\$18,097,649	18.3%
	2007	\$97,798,604	\$16,650,642	17.0%
	2008	\$96,767,711	\$26,783,178	27.7%
	2009	\$95,600,527	\$31,262,386	32.7%
	2010	\$93,923,460	\$47,153,673	50.2%
	2011	\$92,070,771	\$44,811,312	48.7%
	2012	\$90,457,340	\$62,929,460	69.6%
Projected Future Experience	2013	\$88,877,791	\$69,653,571	78.4%
	2014	\$86,667,224	\$86,188,127	99.4%
	2015	\$84,046,856	\$102,860,157	122.4%
	2016	\$81,604,823	\$110,987,122	136.0%
	2017	\$79,168,873	\$126,396,475	159.7%
	2018	\$76,767,140	\$134,430,230	175.1%
	2019	\$74,490,400	\$164,185,025	220.4%
	2020	\$69,463,855	\$177,024,219	254.8%
	2021	\$66,317,915	\$201,268,667	303.5%
	2022	\$62,462,274	\$219,275,122	351.1%
	2023	\$58,551,498	\$237,100,374	404.9%
	2024	\$54,600,088	\$255,196,723	467.4%
	2025	\$50,642,879	\$271,670,760	536.4%
	2026	\$46,699,903	\$286,747,840	614.0%
	2027	\$42,802,948	\$299,479,756	699.7%
	2028	\$38,973,948	\$310,540,564	796.8%
	2029	\$35,251,928	\$318,038,284	902.2%
	2030	\$31,658,201	\$322,670,229	1019.2%
	2031	\$28,222,251	\$323,624,130	1146.7%
	2032	\$24,961,922	\$321,964,783	1289.8%
Undiscounted	2033	\$21,906,690	\$316,159,737	1443.2%
	2034	\$19,066,718	\$307,548,306	1613.0%
	2035	\$16,456,004	\$295,522,768	1795.8%
Discounted at 4.5% Interest	2036	\$14,076,588	\$281,377,013	1998.9%
	2037	\$11,936,863	\$264,022,456	2211.8%
	2038	\$10,029,825	\$244,970,318	2442.4%
	2039	\$8,350,786	\$224,394,964	2687.1%
	2040	\$6,886,500	\$203,546,153	2955.7%
	2041	\$5,627,456	\$181,916,361	3232.7%
	2042	\$4,554,886	\$160,825,121	3530.8%
	2043	\$3,652,629	\$140,488,918	3846.2%
	2044	\$2,900,971	\$121,687,234	4194.7%
	2045	\$2,283,732	\$104,061,718	4556.7%
	2046	\$1,781,589	\$88,138,025	4947.2%
	2047	\$1,377,968	\$73,812,595	5356.6%
	2048	\$1,056,314	\$61,319,751	5805.1%
	2049	\$803,483	\$50,286,212	6258.5%
	2050+	\$2,301,860	\$190,299,692	8267.2%
Undiscounted	Historical (YE2019)	\$1,818,319,762	\$1,096,078,662	60.3%
	Projected Future (2020 +)	\$745,660,470	\$6,854,978,893	919.3%
	Total Lifetime Anticipated	\$2,563,980,232	\$7,951,057,555	310.1%
Discounted at 4.5% Interest	Historical (YE2019)	\$2,979,535,556	\$1,401,217,418	47.0%
	Projected Future (2020 +)	\$550,456,433	\$4,031,923,855	732.5%
	Total Lifetime Anticipated	\$3,529,991,989	\$5,433,141,273	153.9%

**Attachment 6**  
**Prospective Present Value Method Analysis**  
**Nationwide Projection - Active Lives**  
**Policy Form Series : FSL, LTC, SSR**

Cumulative Rate Level *	50.0%
Pricing Loss Ratio	188.8%

188.8%
85.0%

Variable	Not Recouping
PV of Future IC (Pricing Assumptions)	3,322,524,197
PV of Future IC (Current Assumptions)	3,899,488,253
PV of Future EP (Pricing Assumptions)	339,910,772
PV of Future EP (Current Assumptions)	339,346,458

<b>Change in PV of Future IC</b>	576,964,057
<b>Change in PV of Future EP</b>	(564,314)
<b>1.888 + 0.85C</b>	231%
<b>1 + C</b>	150%
<b>(1.888 + 0.85C) / (1 + C)</b>	154%
<b>.85 PV Future EP</b>	288,444,490

<b>Justified Rate Increase from Deterioration</b>	200.3%
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\* For the FSL policy form series, the first prior rate increase was approved only for policies issued prior to September 16, 2002, as described in Section 4 of the actuarial memorandum. This cumulative rate level reflects the two prior increases approved for all other policies in Pennsylvania.

Calendar Year	Current Assumptions		Prior Filing Assumptions	
	Earned Premium	Incurred Claims	Earned Premium	Incurred Claims
2020	42,620,230	163,815,666	43,208,495	127,565,284
2021	40,679,035	189,271,836	40,717,802	142,182,436
2022	38,346,102	208,336,185	38,217,745	157,201,731
2023	35,977,117	226,757,215	35,720,144	172,374,475
2024	33,580,657	245,060,210	33,237,537	187,420,006
2025	31,177,584	261,602,839	30,783,016	202,019,533
2026	28,779,774	276,693,853	28,370,068	215,817,683
2027	26,406,477	289,445,937	26,012,240	228,540,977
2028	24,070,982	300,555,357	23,722,779	239,892,357
2029	21,797,172	308,217,547	21,514,293	249,511,688
2030	19,598,247	313,100,242	19,398,459	257,065,162
2031	17,492,449	314,411,071	17,385,758	262,340,112
2032	15,490,966	313,168,216	15,485,229	265,217,252
2033	13,612,231	307,879,806	13,704,241	265,649,538
2034	11,862,863	299,846,898	12,048,307	263,659,732
2035	10,251,911	288,460,845	10,520,976	259,281,651
2036	8,781,092	274,975,452	9,123,795	252,600,487
2037	7,456,116	258,315,451	7,856,362	243,767,854
2038	6,273,144	239,949,503	6,716,420	232,983,931
2039	5,229,770	220,044,428	5,700,014	220,486,216
2040	4,318,255	199,828,757	4,801,699	206,591,805
2041	3,533,152	178,796,876	4,014,787	191,631,672
2042	2,863,200	158,244,609	3,331,627	175,918,288
2043	2,298,706	138,389,010	2,743,859	159,790,302
2044	1,827,692	119,999,465	2,241,437	143,507,299
2045	1,440,328	102,724,141	1,815,332	127,399,105
2046	1,124,745	87,089,122	1,453,765	111,316,871
2047	870,741	72,999,530	1,148,727	95,218,993
2048	668,070	60,693,296	888,290	78,897,463
2049	508,580	49,808,561	628,199	59,104,070
2050	384,099	40,507,552	378,233	37,365,150
2051	287,962	32,575,265	154,462	15,806,117
2052	214,262	25,999,283	15,520	1,601,143
2053	158,395	20,506,993	134	12,624
2054	116,306	16,062,055	70	6,761
2055	84,884	12,509,702	13	1,055
2056	61,565	9,726,325	10	915
2057	44,432	7,519,689	8	785
2058	31,890	5,800,363	6	667
2059+	0	0	0	0
Undiscounted				
Total	460,321,182	6,639,689,149	463,059,858	5,849,749,191
Discounted at a 4.5% Interest Rate				
Total	339,346,458	3,899,488,253	339,910,772	3,322,524,197

## Current Assumption Justification

Allianz Life Insurance Company of North America  
5701 Golden Hills Drive  
Minneapolis, MN 55416-1297



The information provided in this exhibit is considered confidential.

Allianz regularly monitors experience of its long-term care policy forms. In 2018, morbidity and termination assumptions were updated to reflect experience through 2017.

### Morbidity Assumptions

The morbidity assumption was determined based on claim incidence and claim continuance studies performed on actual experience through December of 2017. The experience was from all of Allianz's long-term care policy forms, not just the policy forms included in this filing in order to increase credibility of the experience. The incidence study reflected 202,000 on claim exposure months and 24,437,000 months of exposure. The claim continuance study reflected over 185,000 beginning of month exposures. Allianz also performed its own utilization study which analyzed the over 8,500 claims. The morbidity rates were analyzed by gender, marital status, benefit period, elimination period, policy duration and comprehensive or nursing home only. Other claim cost adjustments are also made to account for benefit increase riders, benefit salvage factors, elimination period, and continuing claim adjustments. These adjustments were made to claim cost based on actual internal experience and industry data.

#### *Cost Frequency (Claim Incidence Study):*

Incidence rates were calculated as the claim incidence / (exposure months – on claim exposure months). Incidence rates were computed separately for comprehensive and facility only coverages, gender, and marital status and the ultimate combined claim incidence rates (by attained age) were grouped by gender and marital status. The rates were then smoothed using the exponential function between attained age bands. Allianz incidence rates are generally credible between ages 55 to 87.

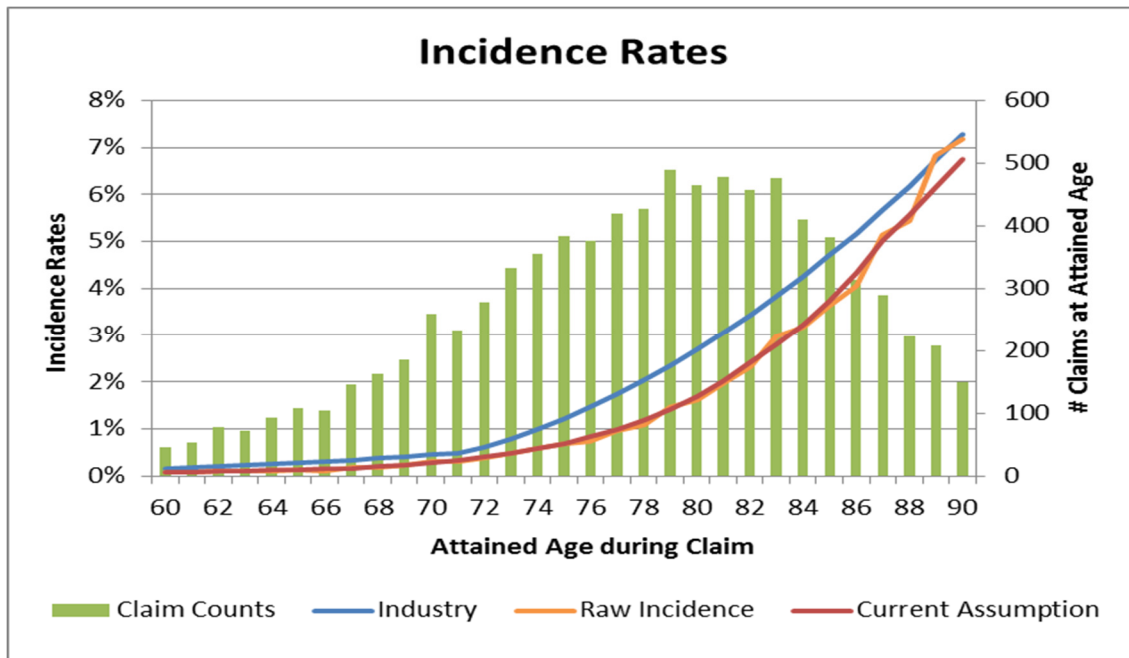
For age 54 and below: These incidence rates were developed using the slope of the incidence rates from the 2007 SOA Intercompany Study (Study) and applying it to our incidence rate beginning at age 55 to determine incidence rates at younger ages. The Study data was filtered to reflect our product underwriting, sales method, coverage type, and availability of marital discount.

$$q_{54}^{Allianz} = \frac{q_{54}^{Study} \times q_{55}^{Allianz}}{q_{55}^{Study}}$$

$$\text{Thus; } q_{t-1}^{Allianz} = \frac{q_{t-1}^{Study} \times q_t^{Allianz}}{q_t^{Study}}; \text{ for } t < 55$$

### Current Assumption Justification

For age 88 and above: Incidence rates were developed using industry data provided by our consultant using experience on products similar to Allianz business. Our internal experience was graded to industry experience at these ages.



The 'Raw Incidence' in the graph above shows that incidence experience exhibits more volatility at older ages where exposure is lower and therefore lacks credibility. At these higher ages, the incidence assumption grades toward the trend in industry incidence, as described above. Allianz incidence rates are lower than industry experience, as the graph above indicates. One of our reinsurers has confirmed that our business has experienced lower incidence rates when compared with their other ceding companies. We have also received confirmation from another independent consultant that Allianz incidence rates are lower than industry experience. Although we don't have a clear cut explanation on why our claims incidence has been lower than industry, one reason could be that our underwriting was stricter than other companies, resulting in an overall healthier block of business. We have heard anecdotal evidence of this in the past but don't have any concrete evidence.

#### Cost Severity (Claim Continuance Study):

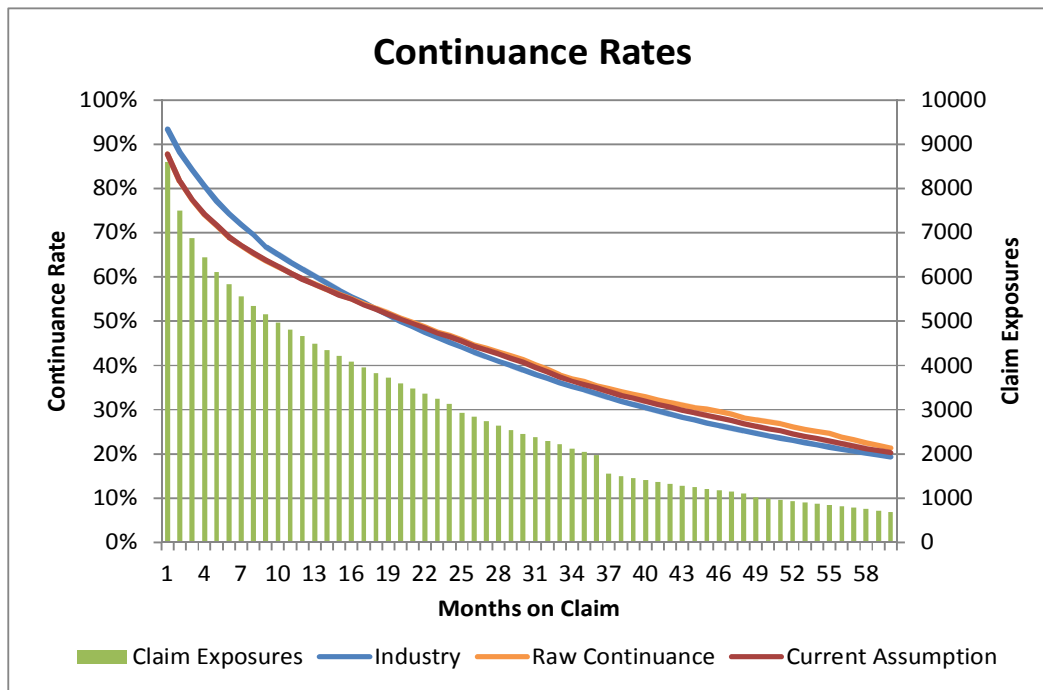
The claims continuance study analyzed continuance rates by individual vs. married, comprehensive vs. facility only coverage, male vs. female, benefit periods > 5 years vs. ≤ 5 years, and elimination periods ≤ 90 days vs. > 90 days. These actual continuance rates were computed for 120 months.

Cumulative continuance rates were smoothed with industry data (provided by our consultant in 2018) where necessary to achieve credibility using the "square root method". We used 1,000 beginning of month exposures as the threshold for full credibility. The credibility formula is as follows:

### Current Assumption Justification

$$\sqrt{\frac{N}{1000}} \times \text{Company Data} + \left(1 - \sqrt{\frac{N}{1000}}\right) \times \text{Industry Data}$$

Allianz blended aggregate continuance rates are similar to industry data we received from our consultant. The average length of stay for both Allianz blended rates and the industry data is 2.7 years. Allianz continuance rates are slightly lower than industry for earlier durations and slightly higher for later durations because issue ages for Allianz's policies are generally lower than the industry.



The graph above shows how Allianz's actual continuance experience compares to industry data along with our final continuance assumption.

#### Cost Severity (Dollar Utilization Study):

The utilization study analyzed utilization rates by COLA, limited vs. lifetime benefit period (8+ years is considered lifetime), nursing home only vs comprehensive, and issue age groupings of 18-59, 60-69, 70-74 and 75-84. The first 19 durations of the assumption are based on Allianz experience blended with industry data where credibility is limited. Similar to the claim continuance study, a threshold of 1,000 beginning of month exposures was used.

Later durations of the assumption were based on actuarial judgement. A component of that is an assumed ultimate cost of care inflation level, which makes policyholders use more of their available daily benefit since care is more expensive. We relied on industry reports to set this to an ultimate level of 5%. This cost of care increase was applied based on COLA rider so that policies with a lower COLA are assumed to use more of their benefits quicker than policies with

## Current Assumption Justification

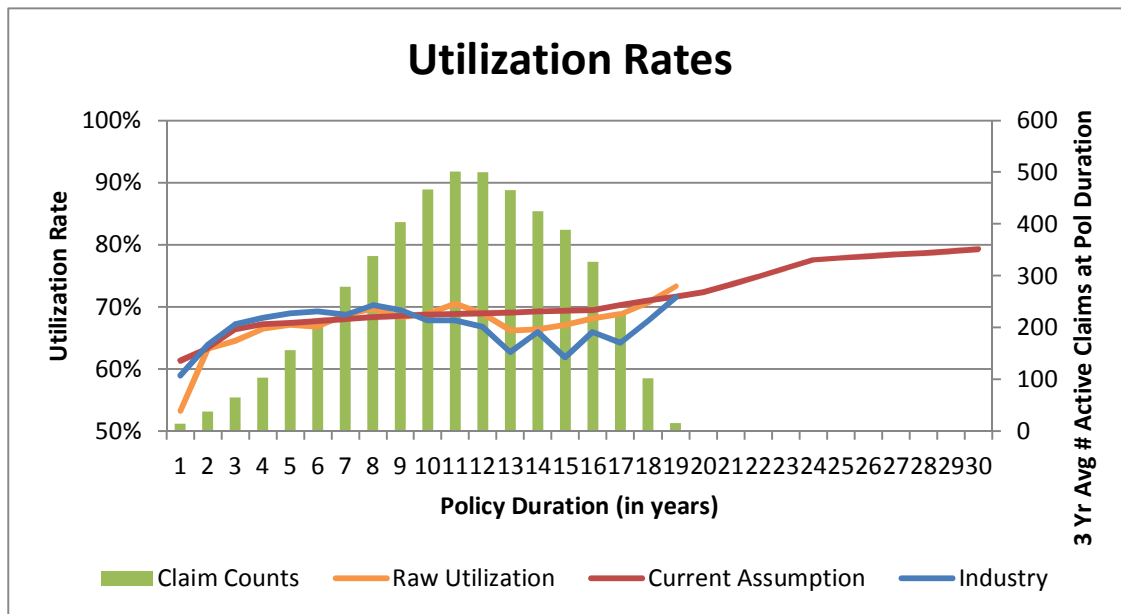
a higher COLA. This is because the COLA increase doesn't keep up with the ultimate cost of care inflation.

In addition to the ultimate cost of care inflation, utilization rates were increased by 0.5% each year for policies with comprehensive coverage and 0.25% for home health only policies starting in duration 20 to account for people moving into more costly sites/forms of care. This reflects the expectation that as people age they may require more expensive care and thus use more of their benefits. This assumption was added based on actuarial judgement.

Utilization was capped at 85% for 5% COLA and at 90% for the other 5% COLA riders (simple, two times, two times plus) to account for some level of days salvage (not receiving care everyday) and conservation of benefits. This means that policyholders are expected to save some of their benefits for later to reduce the risk of exhausting their benefits. Policyholders with these COLA riders are assumed to not use their entire benefit everyday even in later durations to account for the possibility of needing benefits later.

Utilization was not capped for 3%, 4%, or non-COLA policies because the 5% cost of care inflation assumption is greater than the benefit inflation.

The graph below shows claim exposures by policy duration, actual utilization experience, industry experience and our current utilization assumption based on industry blending and the projection assumptions described above.



## Current Assumption Justification

### Persistency Assumptions

The table below provides the company's lapse study results used in the creation of the assumptions of this filing. Experience from 2009 through 2017 was used in the termination study. Our data is not able to differentiate a lapse termination from a death termination thus a total termination value is provided. The current updated mortality assumption is the gender-distinct 2012 Individual Annuitant Mortality (2012 IAM). This assumption is developed based on feedback from our consultants and is consistent with industry practice.

The actual voluntary lapse values are developed based on actual terminations and the current mortality assumption. The actual voluntary lapse rates were used to develop the expected voluntary lapse rate assumptions. The experience provided in the table below is from Allianz's total business experience for the years included in the study in order to increase credibility.

#### Expected Death using Current Mortality Assumption (2012 IAM)

Duration	Actual Exposure	Actual Termination	Expected Death	Voluntary Lapse	Actual Voluntary Lapse Rate	Expected Voluntary Lapse Rate	Expected Termination	A/E Termination
1	4,836	240	27	213	4.4%	5.2%	279	86.0%
2	11,420	417	68	349	3.1%	3.6%	479	87.1%
3	19,253	473	124	349	1.8%	2.1%	519	91.2%
4	30,656	622	214	408	1.3%	1.6%	693	89.8%
5	41,445	718	314	404	1.0%	1.1%	775	92.6%
6	51,688	884	441	443	0.9%	0.9%	924	95.6%
7	54,618	960	517	443	0.8%	0.8%	949	101.2%
8	55,045	1,167	573	594	1.1%	0.6%	908	128.5%
9	49,871	1,124	571	553	1.1%	0.6%	874	128.5%
10	43,632	1,079	551	528	1.2%	0.6%	816	132.2%
11	35,600	781	495	286	0.8%	0.6%	712	109.6%
12	24,649	499	383	116	0.5%	0.6%	533	93.6%
13	16,530	439	294	145	0.9%	0.6%	395	111.2%
14	10,210	240	202	38	0.4%	0.6%	264	91.0%
15	9,208	275	202	73	0.8%	0.6%	258	106.7%
16	7,640	268	194	74	1.0%	0.6%	241	111.3%
17	5,865	221	175	46	0.8%	0.6%	210	105.1%
18	4,341	212	153	59	1.4%	0.6%	180	118.1%
19	3,065	153	130	23	0.8%	0.6%	148	103.1%
20+	3,557	260	223	38	1.1%	0.6%	244	106.5%
<b>TOTAL</b>	<b>483,129</b>	<b>11,032</b>	<b>5,847</b>	<b>5,185</b>	<b>1.1%</b>	<b>0.9%</b>	<b>10,402</b>	<b>106.1%</b>

The actual terminations in the study are slightly overstated for durations 8+ in this analysis due to terminations caused by a rate increase. Experience has shown that lapse rates are around 2% higher following a rate increase. The increased shock lapse is reflected in the projections used in this filing. Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates.



**Exhibit 8-i**  
**Allianz Life Insurance Company of North America**  
**Comparison of Assumptions - Current Assumptions**  
**All Policy Form Series**

	Current Best Estimate Assumption				
Original Loss Ratio	N/A				
Mortality	The projected future experience uses the gender-distinct 2012 IAM table for mortality without any future improvement.				
Lapse	The Company’s own experience was used for this study. The experience is determined to be credible.				
		Individual		Married	
	Duration	Non-COLA	COLA	Non-COLA	COLA
	1	9.50%	7.00%	7.70%	3.50%
	2	6.80%	4.50%	5.80%	2.50%
	3	4.00%	2.20%	3.80%	1.50%
	4	3.00%	1.50%	2.80%	1.25%
	5	2.30%	1.30%	1.00%	0.50%
	6	1.60%	0.90%	1.00%	0.50%
	7+	1.40%	0.75%	1.00%	0.40%
	Additional lapses caused by exhaustion of benefits are also modeled using claim incidence, continuance, and utilization rates. A 2% shock lapse is assumed for policies that receive the requested rate increase.				
Morbidity	Attained age claim costs and Waiver of Premium benefits used in projecting future experience for this form have been developed utilizing Company-specific policy experience enhanced with other industry data as needed. Claim costs vary by joint policy status (joint vs. single), gender and various level of home health care with adjustments for elimination periods, benefit periods, and riders.				
	Claim costs are developed from first principle using company-specific historical claim experience. Allianz incidence rates are typically credible up to age 88. Allianz data was then graded towards industry data for ages 88 and above, ultimately equating with industry experience by age 100. Continuance and utilization rates from Allianz claim data were blended with industry data when experience lacked credibility (fewer than 1,000 beginning of month claim exposures). Allianz experience was generally in line with industry data.				
	Future claim costs are projected on a seriatim basis for each policyholder. These claim costs are adjusted according to each policy’s benefit designs, such as COLA option, elimination periods and benefit periods.				
	Underwriting, claim management and product design were taken into consideration when setting the assumptions. Allianz historical experience includes the positive impact of underwriting selection. No scalar increases to the claim cost assumption are made within these projections to reflect future wear off from underwriting selection.				
Interest	4.5%				
Expense	Changes in expense are not used to justify the rate increase and are not included in this analysis. It is assumed that original expense assumptions are still appropriate.				

**Exhibit 8-ii**  
**Allianz Life Insurance Company of North America**  
**Comparison of Assumptions - FSL Pricing Assumptions**  
**Policy Forms: N-3000 et. al.**

	Original Pricing Assumption												
Original Loss Ratio	66.8%												
Mortality	1975-80 Select and Ultimate Mortality Table												
Lapse	<table border="1"> <thead> <tr> <th>Duration</th><th>Lapse Rate</th></tr> </thead> <tbody> <tr> <td>1</td><td>10.0%</td></tr> <tr> <td>2</td><td>8.0%</td></tr> <tr> <td>3</td><td>5.5%</td></tr> <tr> <td>4</td><td>5.0%</td></tr> <tr> <td>5+</td><td>4.0%</td></tr> </tbody> </table>	Duration	Lapse Rate	1	10.0%	2	8.0%	3	5.5%	4	5.0%	5+	4.0%
Duration	Lapse Rate												
1	10.0%												
2	8.0%												
3	5.5%												
4	5.0%												
5+	4.0%												
Morbidity	<p>Claim costs for skilled, intermediate and custodial Nursing Facility Benefits were derived from The Reports of the Society of Actuaries based on the 1985 National Nursing Home Survey Utilization Data in <u>Transactions, Society of Actuaries</u>, 19888-89-90 Reports; and the Long Term Care Intercompany Study: 1984-1991 Experience in <u>Transactions, Society of Actuaries</u>, 1993-94 Reports.</p> <p>Claim costs for the Home and Community Services Benefit are decreasing percentages of Nursing Facility claim costs derived from information provided by a reinsurer.</p> <p>Claim costs for the Shortened Benefit Period Nonforfeiture Rider and the Full Nonforfeiture Rider are developed by using mortality rates and nonforfeiture benefits appropriate at each duration.</p> <p>For the Inflation Protection Riders, the foregoing claim costs are increased by 5% each duration (simple interest rider) or compounded by 5% by each duration (compound interest rider) to obtain the actual claim costs by duration.</p> <p>Claim costs for the Caregiver Indemnity Benefit Rider are 200% of the individual claim costs.</p> <p>Claim costs were adjusted to accommodate the Waiver of Premium, which is treated as an increment of the daily benefit.</p> <p>Claim costs for joint coverage are 150% of the individual claim costs</p> <p>Based on the aggregate claim costs development above, the select and ultimate durational factors are Duration 1: 0.1, Duration 2: 0.4, Duration 3: 0.4, Duration 4: 0.6, Duration 5: 0.8, Durations 6+: 1.0</p>												
Interest	4.5%												
Expense	Original Pricing Loss Ratio does not include expenses. Expenses are used to calculate the company's profit margin.												

**Exhibit 8-iii**  
**Allianz Life Insurance Company of North America**  
**Comparison of Assumptions - LTC Pricing Assumptions**  
**Policy Forms: N-2350 et al.**

	Original Pricing Assumption														
Original Loss Ratio	66.9%														
Mortality	1975-80 Select and Ultimate Mortality Table														
Lapse	<table border="1"> <thead> <tr> <th>Duration</th><th>Lapse Rate</th></tr> </thead> <tbody> <tr> <td>1</td><td>20.0%</td></tr> <tr> <td>2</td><td>15.0%</td></tr> <tr> <td>3</td><td>12.5%</td></tr> <tr> <td>4</td><td>10.0%</td></tr> <tr> <td>5</td><td>7.5%</td></tr> <tr> <td>6+</td><td>5.0%</td></tr> </tbody> </table>	Duration	Lapse Rate	1	20.0%	2	15.0%	3	12.5%	4	10.0%	5	7.5%	6+	5.0%
Duration	Lapse Rate														
1	20.0%														
2	15.0%														
3	12.5%														
4	10.0%														
5	7.5%														
6+	5.0%														
Morbidity	<p>Claim Costs for Skilled, Intermediate and Custodial Nursing Care Benefits are derived from The Preliminary Report of the Long Term Care Experience Committee of the Society of Actuaries on 1985 National Nursing Home Survey Utilization Data, published May 31, 1991. Claim Costs for the Home and Community Based Care Benefit are 50% of those for Skilled, Intermediate and Custodial Care. Claim Costs for the Nonforfeiture Benefit Riders are developed by using the mortality rate and the nonforfeiture benefit appropriate at each duration. For the Cost of Living Adjustment, the foregoing Claim Costs are increased each duration by 5%, compounded to obtain the actual Claim Costs by duration.</p> <p>Additional select and ultimate durational factors applied to the aggregate claim costs are:</p> <table border="1"> <thead> <tr> <th>Duration</th><th>Selection</th></tr> </thead> <tbody> <tr> <td>1</td><td>0.10</td></tr> <tr> <td>2</td><td>0.20</td></tr> <tr> <td>3</td><td>0.40</td></tr> <tr> <td>4</td><td>0.60</td></tr> <tr> <td>5</td><td>0.80</td></tr> <tr> <td>6+</td><td>1.00</td></tr> </tbody> </table>	Duration	Selection	1	0.10	2	0.20	3	0.40	4	0.60	5	0.80	6+	1.00
Duration	Selection														
1	0.10														
2	0.20														
3	0.40														
4	0.60														
5	0.80														
6+	1.00														
Interest	5.0%														
Expense	Original Pricing Loss Ratio does not include expenses. Expenses are used to calculate the company's profit margin.														

**Exhibit 8-v**  
**Allianz Life Insurance Company of North America**  
**Comparison of Assumptions - SSR Pricing Assumptions**  
**Policy Forms: N-2721 et al.**

	Original Pricing Assumption														
Original Loss Ratio	65.6%														
Mortality	1975-80 Select and Ultimate Mortality Table														
Lapse	<table border="1"> <thead> <tr> <th>Duration</th><th>Lapse Rate</th></tr> </thead> <tbody> <tr> <td>1</td><td>15.0%</td></tr> <tr> <td>2</td><td>10.0%</td></tr> <tr> <td>3+</td><td>7.5%</td></tr> </tbody> </table>	Duration	Lapse Rate	1	15.0%	2	10.0%	3+	7.5%						
Duration	Lapse Rate														
1	15.0%														
2	10.0%														
3+	7.5%														
Morbidity	<p>Claim costs for Skilled, intermediate and custodial Nursing Care Benefits (NC) are derived from The Reports of Society of Actuaries based on the 1985 National Nursing Home Survey Utilization Data in <u>Transactions, Society of Actuaries, 1988-89-90 Reports</u>.</p> <p>Claim costs for the Home and Community Based Care (HCBC) Benefit are 40% of those for 50% of NC daily nursing benefit, and 80% of those for 100% of NC daily nursing benefit.</p> <p>Claim costs for the Shortened Benefit Period (SBP) Nonforfeiture Rider, the Limited and Full Continuation of Coverage (COC) Nonforfeiture Riders are developed by using the mortality rates and nonforfeiture benefits appropriate at each duration.</p> <p>For the Cost of Living Adjustment (COLA) Riders, the foregoing claim costs are increased 5% (Simple Interest Rider) each duration, (or compounded in the case of the Compound Interest Rider) to obtain the actual claim costs by duration.</p> <p>Claim costs were adjusted to accomodate the Waiver of Premium benefit, which is treated as an increment of the Daily Benefit.</p> <p>Claim costs for joint coverage are 150% of the individual claim costs.</p> <table border="1"> <thead> <tr> <th>Duration</th><th>Selection</th></tr> </thead> <tbody> <tr> <td>1</td><td>0.10</td></tr> <tr> <td>2</td><td>0.20</td></tr> <tr> <td>3</td><td>0.40</td></tr> <tr> <td>4</td><td>0.60</td></tr> <tr> <td>5</td><td>0.80</td></tr> <tr> <td>6+</td><td>1.00</td></tr> </tbody> </table>	Duration	Selection	1	0.10	2	0.20	3	0.40	4	0.60	5	0.80	6+	1.00
Duration	Selection														
1	0.10														
2	0.20														
3	0.40														
4	0.60														
5	0.80														
6+	1.00														
Interest	7.5%														
Expense	Original Pricing Loss Ratio does not include expenses. Expenses are used to calculate the company's profit margin.														

Allianz Life Insurance Company  
of North America  
PO Box 59060  
Minneapolis, MN 55459-0060  
800.789.6896



[Date]

[Owner First Name] [Owner Middle Name] [Owner Last Name]  
[Owner Address L1]  
[Owner Address L2]  
[Owner City], [Owner State] [Owner Zip] [Owner Zip Rest]

[Policy Number]

**Important notice of increase in your long term care insurance premium with time-sensitive options**

Dear [Owner First Name] [Owner Last Name],

We are writing to inform you of an upcoming [Overall Increase%] premium increase for our long term care (LTC) policies, which will impact your current policy with our company.

**Your premium increase**

**Based on your current benefits, the premium rate increase will raise your current premium of [Billed Premium] [Bill Mode] to [adj'd billing1] [Bill Mode], effective with your first premium due date on or after [anniversary1].\***

We understand that this premium increase may significantly impact you. If you prefer to maintain your current benefit amounts by paying the increased premium amount, no action is needed. However, we're also offering the flexibility to choose among the following options that may reduce the impact of your rate increase:

- A. Reduce the Benefit Period on your policy.
- B. Remove the Benefit Increase Rider, also known as Inflation Protection Rider.
- C. Reduce the [Daily/Monthly] Benefit Amount on your policy.
- D. In connection with this rate increase, we are offering a paid-up option with the Premium Increase Contingent Benefit Upon Lapse Rider at no charge.
- D. Because you have an active Non-Forfeiture Rider or Return of Premium Rider on your policy, you may exercise the benefits under that rider.
- E. Reduce other Benefits or optional Riders.

You may have other options to reduce your benefits than those listed above, including combinations of these options. If you want to choose any of these options, please see the enclosed **Coverage Change Request Form**. Additional details on the premium rate increase and these options can be found in the **Frequently Asked Questions below**.

**We are here to help**

Contact your financial professional **or our customer service representatives at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. CST.** They can provide details about your options, assist with the change form request, or help determine how changes to your LTC insurance coverage will impact your benefits and premium payments.

Thank you for your business.

Sincerely,

A handwritten signature in black ink that reads "Stephen Kennedy". The signature is fluid and cursive, with the first and last names clearly legible.

Stephen Kennedy  
Senior Vice President, Enterprise Operations

NOTE: This letter is not a bill. Please retain a copy of this letter with your policy for future reference.

Enclosed: Coverage Change Request Form  
Policy Endorsement  
Premium Increase Contingent Benefit Upon Lapse Rider  
Premium Increase Contingent Benefit Upon Lapse Rider Schedule

[cc:] [Agent First Name] [Agent Middle Name] [Agent Last Name]

\*Recent changes to your policy may not be reflected in the premium rate above. For up-to-date information about your current premium and benefit levels, you can request a current policy schedule from Allianz by contacting us at 800.789.6896. Premium rates could change again in the future.

Guarantees are backed by the financial strength of Allianz Life Insurance Company of North America.  
Products are issued by Allianz Life Insurance Company of North America, 5701 Golden Hills Drive, Minneapolis, MN 55416-1297.  
800.789.6896

## **Frequently asked questions**

### **1. Why are rates increasing?**

When Allianz designed its LTC insurance products several years ago, we based your initial premium on actuarial assumptions, which used the best information available to us at that time. Since then, we've continually monitored our LTC policies to compare those initial projections against our actual claim experience. During a recent review we determined that, due to a combination of factors outlined below, we need to increase the premium rates on our LTC policies.

We realize the rate increase is difficult for our policyholders, and assure you that we considered all of our options very carefully before increasing your premium. We also want to reassure you that this premium increase applies to all policies in your policy class (i.e. all policies that are similar to your policy) and are not increasing due to a change in your age, health status, or claim activity. Your class is determined by the Benefit Period on your policy. In your case, you have the [Benefit Period] on your policy.

### **2. How was the rate increase amount determined?**

LTC insurance rates are affected by many complex factors including the rising cost of health care, interest rates, the number of people who continue coverage, how many policyholders collect benefits, and for how long. Policyholders are using more benefits than our actuaries anticipated when they originally priced our LTC policies. Based on our experience – and new expectations – we need to adjust premiums to ensure adequate funding to pay current and anticipated future claims.

### **3. When does the rate increase take effect?**

Your rate increase will become effective on your anniversary date of [Anniversary 1], or on your next premium due date after [Anniversary 1] if your premium due date is not aligned to your anniversary.

**If your premium is not due on the anniversary**, you must continue paying your current premium until your next premium due date after your anniversary. If you elect to make changes to your coverage to reduce your premium, these coverage changes will become effective on the next premium due date after your anniversary. Please note: If you change your premium billing frequency in the interim, your rate increase will become effective with the next premium due date on or after the change.

### **4. Did my state review my rate increase?**

Once we determine that a proposed premium rate increase is necessary, we submit the information along with supporting data through a review process with your state's insurance regulators. The submission includes an actuarial justification discussing the reasonableness of the relationship between premiums charged and expected benefit payments. The state provides an independent perspective that is crucial in establishing an increase amount that balances the needs of our policyholders and our company.

### **5. What are my options?**

You may maintain your current benefit amounts by paying the increased premium. As long as you continue paying full premiums, your policy will remain in effect and unchanged.

However, to help ease the impact of this rate increase, we're offering you several options that may reduce the impact of the premium rate increase. Please see the enclosed Coverage Change Request form for more details on the coverage changes:

- A. **Reduce Your Benefit Period:** Reducing the Benefit Period will reduce the maximum length of time the policy will pay benefits and the total amount of benefits payable.

- B. **Remove the [COLA/Inflation Protection Rider]:** If choosing to terminate the [COLA Rider], you will keep the Rider's accrued benefits as of the rate increase effective date and your Daily Benefit will no longer increase by [COLA %] at each Policy Anniversary. **[Please note: As described in the attached endorsement, this offer is only available if we receive written notice requesting the change before [COLA Vesting Date]. If you choose to cancel your [COLA Rider] after [COLA Vesting Date] you will forfeit all accrued benefit increase percentages.]**
- C. **Reduce Your [Daily/Monthly] Benefit Amount:** Reducing your Daily Benefit may also reduce Lifetime Benefit amounts available to you.
- D. **Exercise the Premium Increase Contingent Benefit Upon Lapse Rider:** In connection with this rate increase, we are offering a paid-up option with the Premium Increase Contingent Benefit Upon Lapse Rider at no charge. If you elect this option, you would no longer pay premiums and your lifetime benefit amount is typically reduced to the total of premiums you have paid. **If you wish to exercise the Premium Increase Contingent Upon Lapse Rider, we must receive your request prior to [Latest Election Date.]**  
**Please note:** As this paid up option starts on the effective date of the premium increase, you must continue coverage to that date by paying the required premiums. No additional premium will be due after that date.
- D. **Exercise the Non-Forfeiture Rider or Return of Premium Rider on your policy:** Under these riders, you would no longer pay premiums, and your lifetime benefit amount is typically reduced to the total of premiums you have paid. There is no time limit in which you must elect this option. Please refer to the specific rider attached to your policy for additional details regarding the rider terms.
- E. **Reduce Other Benefits or Optional Riders:** You may have other options to lessen the impact of this premium rate increase.

## 6. How much time do I have to make a decision?

Some of the options available to you are time-sensitive. Critical dates are listed in Question 5 above. We would advise that you make a decision prior to your upcoming policy anniversary on [Anniversary1].

## 7. Could my premium rates change again in the future?

It is possible there will be additional rate increases in the future. However, as part of this increase the attached Policy Endorsement guarantees that we will not change rates again for [rate guarantee period years] years from the Effective Date on the Policy Endorsement. An increase will only occur after this guaranteed period if we can demonstrate additional premium amounts are needed to sustain LTC policies. The increase would then need to be filed with state insurance regulators for review.

## 8. I've never filed a claim. Why am I getting a rate increase?

This premium increase applies to classes of our LTC policies in aggregate, and does not in any way reflect an individual policyholder's age, health status, or claim activity. Your class is determined by the Benefit Period on your policy. In your case, you have the [Benefit Period] on your policy.

## 9. I am currently on claim. Am I affected by this rate increase?

If you are currently in claim status and not paying premiums because of a Waiver of Premium provision in your policy, you do not need to pay the increased premium yet. Once you are no longer in claim status and premiums are due, you will need to pay the increased premium to maintain your coverage. If your policy does not provide for a Waiver of Premium benefit, you will be required to pay the increased premium.



## **10.What if my policy becomes fully paid-up?**

The increase will impact only the remaining premiums. Once the policy is fully paid-up, the policyholder has no further premium obligations.

## **11.What if I use Electronic Funds Transfer (EFT) or an automatic bill pay service to pay my premium?**

- **If you pay your premiums with an EFT** from your bank account and your draft is scheduled to occur prior to your upcoming anniversary for the premiums due on or after your anniversary, we'll apply the increased premium to that scheduled draft unless you have requested otherwise. **If you are making a change to your policy, please send us the Coverage Change Request Form at least two weeks before your policy anniversary to allow for mailing and processing time or the scheduled draft with the increased amount may occur.**
  - To remove your premium payment from EFT and change to direct bill, call us at 800.789.6896.
  - If you choose a Reduced Paid Up Option, no further premium payments will be due after your anniversary date and the EFT draft will be discontinued at that time.
- **If you pay your premiums using automatic bill pay services**, please update your account for your new payment amount. If you do not update the amount with your account and we do not receive the full premium amount, your policy could lapse.

## **12.What if my spouse or joint insured and I have Shared Care Riders on our policies?**

Your policy and your spouse or joint insured's policy must be identical. If you make changes to your policy, your spouse or joint insured must also elect to make the same changes on his/her policy. Please note: If you have different policy anniversaries, you and your spouse or joint insured may receive notification of this rate increase at different times. If your spouse or joint insured did not receive a notification letter, they can call to get premium increase information on his or her policy.

## **13.If I wish to cancel my policy, what steps do I take?**

We encourage you to keep this important coverage. There may be options available for you to reduce your benefits in order to keep your premium at approximately the same amount as before the premium increase. You may also be able to exercise an option which would provide a paid-up policy with a shortened benefit period. We encourage you to consult with your family, your insurance agent, or financial advisor before making a decision to reduce or cancel your coverage. If you choose to cancel your policy, we will do so upon receipt of your signed and dated request.

## **14.Whom can I contact with questions?**

**Before you make any changes, we strongly encourage you review all of the enclosed forms and to contact your financial professional or one of our customer service representatives at 800.789.6896, weekdays from 8:00 a.m. to 5:00 p.m. CST.** They can provide you with details about your options, and help you determine how changes to your LTC insurance coverage will impact your benefits and premium payments. You can also contact us or your Allianz agent for help with the coverage change request form. We value the trust you've placed in us, and we're here to help.